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Co-operative Sheep Marketing

Address by A. J. Knollin as Read to the Joint Meeting of Cattle and Sheep Raisers at Salt Lake, Aug. 27th

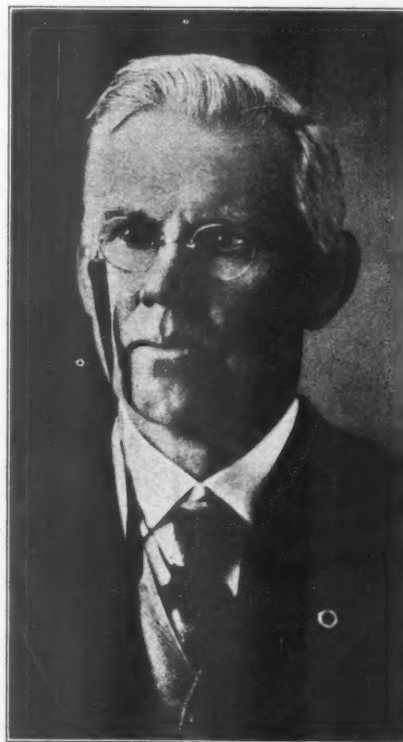
Mr. President and Fellow Wool Growers, I retired from the sheep commission business five years ago. I took the work up again June 1 not from real choice but from a feeling of duty. Mr. President, you and your official family had felt for sometime that the sheepmen should have their own selling organization. You had spent considerable time in endeavoring to work out a plan whereby the cost of selling sheep on the markets could be reduced and whereby a better system of distribution could be worked out with a view of eliminating disastrous breaks in the markets. The officers of state associations had conferred with you in this matter.

When it was found that commission firms—members of live stock exchanges on the different markets—would make no reduction in charges, in some cases advising your committee who waited upon them that commissions should be higher rather than lower—the officers of this association and of several state associations endorsed a proposition that I then made to organize commission houses on the principal markets and sell sheep at fifteen dollars per double deck car. This was a reduction of 40 per cent, and amounts annually to a saving of \$600 000 to the sheep owners. In making this offer it was provided they would pledge me their personal shipments and their influence in the interest of "our company." They have all kept their word and I, at this time, want to thank the officers of this association and of the state associations who have endorsed this movement, for the splendid support and help they have given.

The Wool Growers Commission Co.

I am pledged, Mr. President, through the officers of the different associa-

tions who have endorsed "our company" to turn this company over to the wool growers on some sort of co-operative basis at the end of one year and am pledged to continue on for another year as the manager, if my services are desired. I feel now that the first of January, six months after we opened, rather than a year, will be the proper time to establish our co-oper-



Mr. A. J. Knollin.

ative commission company. My reasons for not undertaking to establish a strictly co-operative commission company at the start was that the time was too short—this matter not having been taken up with me until about the first of March—to get the sheepmen together on a co-operative proposition. Further, I felt that the ex-

penses of organizing at that time would be heavy, it being necessary to have men travel long distances from different states for conferences, and furthermore, felt that it would be quite impossible to build up in the short time that we had a unity of purpose. I am confident that you will all agree that the best plan was followed. We were organized on the five principal markets, Chicago, Kansas City, Omaha, St. Joseph and Denver within sixty days. We had sheep to sell on the day that we opened and we have been selling sheep ever since—in round figures, about 2,000 double-deck cars.

The matter of establishing our own selling agency, Fellow Wool Growers, was a matter to which I had given a great deal of thought during the many years that I was engaged in the sheep commission business. It was very evident to me that in no other way could needed reforms be brought about in our marketing system. I said "marketing system" when in truth we have had no system about marketing our sheep and lambs. For years we have sold our sheep on a "hit or miss," "catch-as-catch-can" plan. I am not advocating the marketing of our sheep and lambs through one organization because I think the men who have been selling our sheep are dishonest, nor in most cases, incompetent, but because under the old way there are commission houses interested at one market only. Naturally, they want to see sheep coming to their market and to them. There are others interested, perhaps, at two markets, and their interest is limited to those two markets. Further, individuality is a strong characteristic in man. Independent in action rather than co-operation is an American trait. Therefore, under the

old way of marketing, we consigned our sheep and lambs to a number of firms without any thought as to distribution on the different markets to meet the consumptive requirements, and without any thought of stringing our shipments out and feeding them into the packers and butchers in such numbers as would handling without congestion.

Need of Systematic Marketing

We have had no constructive plan as to marketing our lambs from certain sections in a way so that they would not conflict with lambs to be marketed from other sections, nor as to marketing our sheep at a time of the year when aged mutton is in demand, nor our feeding lambs at a time when they are in demand. Under the old system, each one of our commission agents feels that his obligation is to his individual customers, having no thought nor care as to the general market. Our Western lambs, as a rule, are loaded to arrive at feeding stations near our markets at the end of the week. Under the old system our sheep and lambs being in the hands of numerous selling agencies, each agency having an interest only in their individual consignors, the greater percentage of these different consignments is ordered in for Monday's and Tuesday's market. The packers have endeavored for years to point out to the stockmen the necessity of even distribution of shipments over the week. Butchers are guaranteed forty-five hours a week work on a basis of eight hours a day. Overtime does not count against the forty-five hours. For all overtime up to two hours they get 50 per cent extra pay and for all overtime over that, they get 100 per cent pay.

Under our old system of marketing this means invariably that during the first two or three days of the week the packers must pay overtime. Then during the latter part of the week, without anything to kill, they are obligated to pay their men whether they work or not. The packers overcome this to some extent through purchasing the fore part of the week for

slaughter the latter part of the week, and they calculate it costs them 25 to 50 cents per hundredweight on lambs to carry them in the yards. This, of course, is made up largely through shrinkage and the producer pays for it. It would take up too much of your time, Mr. President, to enumerate all of the drawbacks to the old marketing system.

Under the proposed new system—the one that the Wool Growers Commission Company are endeavoring to work out—our shipments can be distributed to the different markets, they can be fed in in an orderly manner, marketing from different districts can be planned ahead and worked out so that there will not be oversupplies at one time and scarcity at another. Sky-rocket markets are just as undesirable as are demoralized markets and as sure as you have the sky-rocket markets you pay for it later with demoralized markets, and you pay for it a hundredfold because the sky-rocket market is caused by the light supplies and the demoralized market by the heavy supply. The packers are just as much concerned about stabilizing the markets as the wool grower should be for the same reason as has been pointed out—heavy supplies mean pushing the product on to the consumers beyond their capacity to buy, and scarcity forces prices beyond the means of the consumer to buy.

When the consumer of lambs and mutton turns to beef, pork or other foods, we lose him, and he must be coaxed back by the bargain counter process. That old statement that "a chain is as strong as its weakest link," is a truism that is applicable to the markets. With extremely heavy supplies at any one market, other markets even but moderately supplied, will work lower in sympathy with the market where the supplies are excessive. The Wool Growers Commission Company for a period this season were handling the larger percentage of the Western lambs, and never before in the history of the business, has there been as stable a market. During the

past two weeks, however, the shipments have been in the hands of various selling agencies. The distribution has not been considered. Some markets have been glutted and others bare. As long as this condition prevails, just so long are we going to have demoralized markets.

I feel that, on my part, I have made good the promises that I made to the officers of this association and the different state associations, that I would organize in a broad way. Your company has a foundation to build upon and it could be built upon very quickly to handle every carload of sheep and lambs coming from the West. Fellow Wool Growers, if you really want this kind of a selling organization, let it be known by giving us your consignments. We cannot grow and we cannot accomplish that which we hoped to accomplish as long as we are merely one of a number of selling agencies. All of the constructive work that we may do can be upset and brought to naught by the haphazard methods that are in vogue, and I want to state here plainly that I am not finding fault with the individual commission merchants but with the system. The Wool Growers Commission Company must either be a sheepman's selling agency or it must be merely an individual commission house doing business alongside of other commission houses on a basis of equal charges with other houses. The wool growers cannot expect one of several companies to render as good or better service than competitors at a much less charge.

It has been heralded about, of course, that commission charges have been reduced, but I have failed to see any mention made of reduction in commissions on cattle and hogs, and such reductions as have been made in sheep were made from the fact that the Wool Growers Commission Company had demonstrated that they could sell sheep successfully—knocks and propaganda to the contrary. I trust that every wool grower hearing or

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LAMBS, WOOL, AND WOMEN

Please, may I inform the readers I received a letter from the National Wool Grower advising that women were to have a place in the magazine in which to relate their experience in the sheep business. Now, Mr. Sheepman, no need to smile for such is a fact and I assure you these columns will be of great interest to sheepwomen and possibly read by sheepmen, (on the sly). I was asked to give some of my experiences in sheep raising, which is not difficult to do as the handling of sheep is composed entirely of experiences which stand out vividly in one's mind. I was also asked to send my photograph which is almost out of the question, for really, I would not recognize my Sunday-go-to-meetings if I were to meet them coming up the road; and I would hardly care to appear before the wool growers without being all dolled up; and imagine a person dolling up after a month's siege of lambing. Besides, there is so much tan on my face it would take an excellent camera to detect the features.

First I must tell of my greatest experience since I have been interested in sheep, that of having the help of a business partner. This partner has proven truly wonderful. He takes such an interest in the work, goes about humming the sweetest tunes and appears to be always smiling. It makes no difference how long the hours this partner never gets out of sorts. During the lambing season, he did the work of two men and a saddle horse, and with the help of one person tended all the lamb bunches, making the rounds so often and slipping up with rubber soled shoes as to cause the coyote to give up in despair. At camp moving this partner cannot be beaten and will hurry off to town for supplies and be ready to return at any time without so much as a backward glance. This camp mover has but one fault, that of drinking a little, but would never consider white mule. So you see it is not so bad a fault after all. Faults or no faults, I have learned to worship my partner. Now please do not be mis-

informed, for my partner is only a light Ford truck.

Well, when you are reading this the woolies and I will be in paradise. That is where we spend our three months' vacation, where the cares of the world beneath the clouds are forgotten. Even the news that they were making clothing of wool; that the wool market had advanced and there was a great demand; or that our government was exacting a price for our mutton and wool so as to leave a fair profit; protecting the nation against becoming a non-producing country left to the mercy of the foreign production; that the stock-growing industry was no longer in need of fabulous government loans in order to keep going while the packers and woolen mill trusts fattened their bank accounts, but was an industry free from debt and was self-maintaining; should such news come to us while we are up where the flowers meet the snow, it would be of little interest at that time, for the columbines nod and wave and the majestic mountains smile out a glad welcome; the speckled trout flop and play as the twilight comes creeping by, while the lakes are big, beautiful mirrors, where my bright colored gingham gowns appear as of shimmering silver and gold. Now there goes the woman of it: Anyway, it is grand you see; it is wonderful to be just a sheep camp rustler after all. Laura Helton Thompson.

Trinidad, Colorado.

UTAH SUPPORTS WOOL GROWERS COMMISSION COMPANY

The Wool Growers Commission Company is rapidly gaining favor with Utah wool growers according to reports from shippers.

Early in the shipping season many of our members felt that the Wool Growers Commission Company could not meet the competition of the old established houses. This feeling was caused by the propaganda put forth by some of the older houses to the effect that the Wool Growers Commission Company could not sell feeder lambs or culls and that their salesmen were

not high-class men, etc. However, these ideas are disappearing and giving place to statements from such men as Mr. Jep Thomas of Heber, Utah, who consigned all of his lambs to the Wool Growers Commission Company and was well pleased with the sales and only sorry that he did not have a hundred more cars to ship to them.

Mr. Abe Smith of Salt Lake City sent three cars of his lambs to the Wool Growers Commission Company and three cars each to two other commission houses at Kansas City. The lambs were all out of the same lot, with no sort. According to Mr. Smith, the Wool Growers Commission Company sold the three cars consigned to them for \$33 more per car than the other firms.

It is gratifying to know that our sheepmen are waking up to the fact that "in union there is strength," and that by supporting the Wool Growers Commission Company, they have saved thousands of dollars in commissions and have established a company that will save them thousands of dollars in the future.

Willard Hansen, Jr.
Secretary of the Utah Wool
Growers Association.

USUAL DEMAND FOR FEEDERS

The sheep in this section have summered in very good shape. Recent rains have made plenty of fall pasture. Some wool is still in the hands of the grower. As usual, a great many Western feeding lambs will be fattened here providing the cost of the feeders in Chicago appears to be on a safe basis for allowing a profit for the feeder. About 12,000 lambs were fed last season in this immediate vicinity. The feeding last year from a financial standpoint was disastrous and the local feeders are going to be slow to take hold of any feeders at a high price this year. There is an outlet here for good native feeding wethers (fine wool) if prices are right. The corn crop is good in spots only, as the rains have been local and not general.

Utica, Ohio. Dwight M. Warner.

The Law for the Control of the Packing Industry

A Statement Made by the Secretary of Agriculture at the Time the Packer Control Bill Became Law

After many years of discussion, agitation and controversy, the question of legislation for control of the meat packing industry has been disposed of. With the passage of House Bill 6320 and its approval by the President on August 15th, the responsibility for prevention of abuses in the business of meat packers, stock yard companies and live-stock commission houses, is lodged in the office of the Secretary of Agriculture.

On the day that the law came into effect, the present Secretary of Agriculture, Henry C. Wallace, addressed the Institute of American Meat Packers in their annual convention held at Chicago.

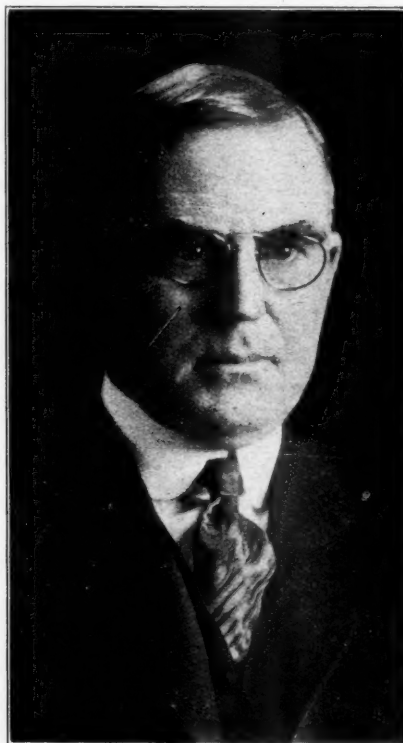
The Secretary's address dealt chiefly with the law, the administration of which had just been placed in his hands. The remarks of the Secretary printed below, include a clear statement of the provisions of the law and an announcement of the policy to be followed by the Department of Agriculture in their enforcement.

"Since I have been at the head of the Department of Agriculture I have been glad, so far as possible, to meet with representative groups of people whose business is intimately related to the agriculture of the Nation. Contact of this sort is very necessary if the business of the department is to be administered in the most efficient way. The duty imposed upon it is to acquire and diffuse useful information on subjects connected with agriculture in the most general and comprehensive sense of that word. If the department is to measure up to the obligation imposed by the law which created it, then it must do a great deal more than merely promote better methods of farming and live-stock production. It must take note of practically everything related both to the production and distribution of farm crops and live stock. Any effort to separate production and distribution must be purely arbitrary and indefensible. Intelligent and continuous production depends upon efficient and economical distribution. The utilization of crops is necessary to continued production. . . .

"It is most important that we study the live stock industry in its entirety with the purpose of putting it on a thoroughly sound, profitable basis—on a basis that makes reasonably sure a fair reward for efficient productive effort rather than for speculative ingenuity.

"In the past there has been no conscious, well-directed effort to put this great industry upon a sound business basis. Every party to it has worked independently and often in conflict with the other parties to

the same industry. Consequently we have had alternate periods of over-production and under-production, resulting in periods of adversity and prosperity. The individual producers have blindly endeavored to adjust their production to price. Some few of them have succeeded in guessing the future fairly well. The large number have responded to periods of high prices by rapidly increasing their production and this has resulted always in periods of low prices during which they have decreased production and thus brought about another period of scarcity and high prices. In many ways the production of live stock, and more especially the feeding of cattle, has been a great gamble. This appeals to the sporting instinct of



HON. HENRY C. WALLACE,
Secretary of Agriculture

the shrewd producer, but does not make for a stable industry.

Stabilizing the Live-stock Industry

"In periods of depression, when the live-stock producers are compelled to accept prices below the cost of production there has been bitter complaint directed especially against you gentlemen who are engaged in the packing business. In periods of prosperity, when prices are good, these complaints subside, only to reappear during the next period of depression.

"We can never hope to adjust the production of live stock to the needs of the consumer with any degree of exactness. We can not control many of the factors which influence production; neither can we control all of the factors which influ-

ence consumption. The weather, for example, has a pronounced influence on production, while the amount of meat eaten is influenced very directly by business conditions, both at home and abroad, and no one has yet devised any plan by which we can accurately foretell these conditions. Consequently there must always be a considerable give and take in production and consumption, and for this reason the reward to the live-stock producer will fluctuate to some extent from year to year.

"But if we are agreed that the production and feeding of live stock is an essential industry which is needed to help us maintain the fertility of our land, and help us store a part of our grass and grain for future use; and if we are agreed further that a liberal amount of meat is a necessary part of the diet of a Nation that has reached the highest state of civilization yet attained by man, then all who have anything to do with the live-stock industry, whether producers, feeders, packers, or in whatever relation, should co-operate to put this great industry on a thoroughly sound business basis, removing so far as possible the causes of violent fluctuations and uncertainties. We ought to work toward the end of getting the industry on a basis which will give us a supply fairly well adjusted to the normal needs of the consumer. It is not possible to relieve the producer entirely of the risks of weather and disease and of unusual business conditions which affect consumption and, therefore, affect demand, but surely the genius which has built the great enterprises of the United States in so many other fields of endeavor can, if applied to this great problem, do much to better adjust supply and demand and in part iron out the violent fluctuations which at times are so discouraging.

"When we look at the live-stock industry in the largest way, we see that there are a number of very important factors engaged in it. There is the producer on the farm; there is the railroad which transports the live stock to the nearest packing plant; there are the stockyards; the commission merchants who act as intermediaries between the seller and the buyer; the packer; the retailer; and finally the consumer. Now, if any one of these factors fails to function efficiently, all of them are affected in one way or another. If the producer fails to produce up to the normal need the business of the railroad, the stockyards, the commission men, the packer, and the retailer all are affected adversely and the consumer must pay a price which at times he can ill afford to pay. If the consumer fails to eat meat regularly and in normal quantities, either because of inability to buy or because he is led away for the time by some vagaries of the dietitian, all of the other parties to the business suffer, and especially the producer who, because of the decreased consumption, is compelled to take less for his live stock than he is fairly entitled to receive. The ideal condition would be that in which there is a production which fully meets the normal demand and at a price which yields a fair profit to every one who performs a legitimate function in the business, avoiding over-production which so greatly discourages the producer because of the resulting low

prices, and under-production which imposes a hardship on the consumer through unreasonably high prices.

Co-operation Is Imperative

"It is to the interest of the Nation, therefore, and to every party to this great industry that an effort should be made to establish and maintain it upon a sound business basis. All the parties who have anything to do with it should co-operate for the common good. Men are human and can not be expected to divest themselves entirely of human frailties. Always there will be a clash of personal interest, the shrewd bargaining with one another; but more and more we are coming to see that there is such a thing as buying too cheaply and selling too dearly, and that no permanent gain comes from driving too sharp a bargain. As our population increases and our business activities become more intricate and more closely related, the need of co-operation with one another becomes more and more imperative. The growth within us of this spirit of co-operation, of the willingness to live and let live is one of the most hopeful evidences of the application of Christian principles to business life. And when, as in the case of this great industry, the permanent success of the enterprise depends in a large measure upon the efficiency and fairness with which each party to it performs his function, enlightened selfishness, in the absence of a higher motive, should lead us to work together much more closely than in the past.

"Now, if there is to be co-operation of the right sort, every party to this business owes it to the others to discharge his function intelligently, economically, seasonably, and with due regard to the interests of all. The producer must constantly strive to improve the quality of his stock and adapt it to the demands of the consumer; he must practice the most efficient and economical methods of grazing and feeding; he must adjust his marketing so far as possible, to the needs of the market. He can not fairly complain of the price unless he does what it is fair to expect of him.

"The railroads must be prepared to move the stock promptly and expeditiously, avoiding delays which cause shrinkage and loss from which no one benefits. And especially they must move both the live stock and meat products at the lowest possible rates consistent with good service, and have in mind in fixing these rates the essential character of the industry and the imperative need of maintaining it.

"The stockyards people must maintain facilities fully adequate to the prompt and comfortable handling of the live stock, and at charges no greater than is necessary to maintain such equipment and yield a fair return upon the necessary investment.

"The commission merchants, charged with the sale of live stock which once it reaches them can neither be returned nor held for more than a day or two at most, have a particularly responsible and delicate duty to perform as the agent of the owner.

Packer's Duty Most Important

"The function performed by the packer is clearly the most important as we follow the stock along on its way from the producer to the consumer, and also he has the most difficult task to satisfy all parties at interest. In times past perhaps the majority of producers have been disposed to look upon the packer as furnishing the ultimate market

for their live stock and have, therefore, held him responsible for the price paid, especially when that price was lower than the producer thought he ought to have. The consumer, on the other hand, has been accustomed to look upon the packer as the original source of supply and, therefore, has held him responsible both for the healthfulness and quality of the meat and for the price as well, and especially when the price has been high. Neither producer nor consumer has always fully recognized the packer's true function which is that of a manufacturer whose raw material is live stock and whose finished products are meat and its by-products, edible and inedible, and whose prices, both the prices he pays and the prices he receives, are necessarily governed by supply and demand which he can neither control nor anticipate with certainty. As manufacturers, the packers, especially those who handle such a large percentage of our live stock, have attained a degree of efficiency which long has commanded the admiration of the business world. Such criticism as has come upon them has grown out of the fear that the concentration of such a large and essential business in few hands gives a dominance in the business which can be, and which some people believe in times past, has been exercised to the injury of the other parties to it.

"The retailer handles the meat in small packages and deals direct with the consumer. Upon the efficiency with which he conducts his business and the fairness with which he adjusts his prices depends very greatly the welfare of the entire industry. He can do much to influence consumption. He has relatively little money invested and turns it over rapidly with small chance of loss if he uses good business sense in extending credit. If his prices do not respond promptly to the fluctuations in wholesale prices, which are in turn governed by the fluctuations in live-stock prices, the producer loses the benefit of that increased consumption to which he is entitled when prices are unusually low and which is the logical corrective for these low prices.

"On the assumption that this live-stock and meat industry is one of national importance entirely aside from the selfish interests of the various parties to it, I conceive it to be the duty of the Department of Agriculture to do what it may to promote the industry and to help every one connected with it to function efficiently. In times past the department has given much attention to the improvement of the quality of the live stock, to better methods of growing and feeding, to fighting animal diseases, and to co-operating with every agency interested in production. Apparently, the department very soon will be brought into much closer relation with the marketing, packing and distributing end of the industry and charged with much larger responsibilities than heretofore. The bill designed to bring the stockyards, the commission merchants, and the packers under government supervision through the Department of Agriculture passed the Senate last week and is expected to pass the House at an early date.

Packer Bill Summarized

"This bill, so far as it relates to the packing industry, covers the buying of live stock in interstate or foreign commerce for slaughter, manufacture of edible products of such live stock for sale or shipment in interstate or foreign commerce, or manufacture

of inedible products from live stock, and marketing of both edible and inedible products of live stock, as well as dairy products, poultry, poultry products and eggs, but does not apply to the latter unless the handling of such dairy and poultry products is associated with the business of buying and slaughtering live stock. The bill includes not only the actual shipment in interstate commerce but also any transaction having in prospect the ultimate shipment in interstate or foreign commerce.

"Packers are prohibited from any unfair, unjustly discriminatory or deceptive practice or device; or from making or giving undue or unreasonable preference or advantage to any person or locality; or from apportioning the supply of any article between them, where the tendency or effect of such apportionment would restrain commerce or create a monopoly; or from dealing with any person for the purpose, or with the effect, of manipulating or controlling prices or of creating a monopoly or of restraining commerce; or from engaging in any course of business for the purpose, or with the effect, of manipulating or controlling prices or of creating a monopoly in buying, selling or dealing in any article, or restraining commerce; or from conspiring, combining, agreeing or arranging with any other person to apportion territory or purchases or sales or to manipulate or control prices, or from aiding or abetting the doing of any of the foregoing acts. Apparently, the prohibition against the apportionment of territory, purchases or sales is absolute whether or not it might create or have a tendency to create a monopoly or restrain commerce.

"The duty is imposed upon the Secretary of Agriculture to order the packer to discontinue any of the acts forbidden if, after hearing, he shall find the packer is guilty of such acts. Testimony taken at the hearing must be taken down and filed in the Department of Agriculture. The packer may within thirty days petition the Circuit Court of Appeals in the circuit in which the packer has his principal place of business to set aside or modify the Secretary's order. If he does file such petition, the Secretary must file in the court a full transcript of the record. The court then may, on application of the Secretary, issue a temporary injunction restraining the packer from violating the order until the case is determined. The court may order additional testimony taken by the Secretary if that is necessary, and may affirm, modify or set aside the Secretary's order. If the court affirm the order, its decree operates as an injunction against the packer. Either the packer or the Secretary may carry the case to the Supreme Court of the United States.

"The bill safeguards the packer against criminal prosecution until he has been cited to a hearing, has been given an opportunity to be heard, has been found to be guilty, and has been ordered to discontinue the illegal act, and he may then appeal to the courts. In other words, the offense for which the packer may be criminally punished is that of failing to comply with the Secretary's order after he has exhausted his rights of appeal and has been denied relief.

Packers Must Show Books

"Packers are required to keep such accounts, records and memoranda as will fully and correctly disclose all transactions in their business, including the ownership of

such business by stockholders or otherwise. If it is found that these accounts do not fully and correctly disclose such transactions, the Secretary is authorized to prescribe the manner and form in which they may be kept. Failure to keep such accounts as prescribed subjects the packer to fine or imprisonment, or both.

"The powers of investigation of the organization, business, conduct, practices and management conferred upon the Federal Trade Commission are conferred upon the Secretary of Agriculture with respect to packers, and all of the duties and obligations imposed by that act upon any corporation being investigated by the commission are imposed upon a packer who may be under investigation by the Secretary of Agriculture. Hereafter, the Federal Trade Commission, except with respect to any complaint which may have been filed by the commission prior to the enactment of the bill, will exercise none of these investigational powers unless asked to do so by the Secretary.

"Nothing in the bill shall be construed to prevent or interfere with the enforcement of the anti-trust laws, or with any investigation pending at the time the bill becomes effective, or with the power of jurisdiction of the Interstate Commerce Commission which it may have under existing law.

"The Secretary of Agriculture is vested with the power to make such rules, regulations and orders as may be necessary to carry out the provisions of the bill.

"This is the essence of the bill so far as it relates to the packers. It applies also to stockyards and commission merchants.

"The stockyard is defined as any place, establishment, or facility commonly known as stockyards, conducted or operated for compensation or profit as a public market, but stockyards of less than 20,000 square feet, exclusive of runs, alleys, and passageways, are excluded.

"A stockyard owner is defined as a person engaged in the business of conducting or operating a stockyard.

"A market agency is defined as a person engaged in the business of buying or selling live stock at a stockyard on a commission basis, and a person furnishing such yard privileges.

"A dealer is defined as a person, not comprehended within the definition of a market agency, who is engaged in the business of buying or selling live stock at a stockyard, either on his own account or as the employe or agent of the seller or buyer.

"The bill includes, not only transactions with respect to services rendered in interstate commerce, but any transaction having in prospect the ultimate transportation in interstate commerce.

Regulating Stockyards

"The Secretary must give public notice of the bringing of stockyards under the provision of the bill. Commission merchants, persons furnishing stockyards services, and dealers at yards coming within the act must register with the Secretary their names, addresses and character of business, and must establish, observe and enforce just, reasonable, and nondiscriminatory regulations and practices, and furnish services at just, reasonable, and nondiscriminatory rates, and file with the Secretary and print and keep open to public inspection schedules of their rates and charges and any rule or regulation which in any manner may affect or determine any part of the aggregate of such rates or charges. They are forbidden to charge, demand or collect a greater or

less rate or charge than is specified in the schedules filed and in effect at the time the services are rendered, and must not extend to any person any services except those specified in the schedules. Co-operative associations of producers, however, may return to their members on a patronage basis, their excess earnings on their live-stock transactions. No changes can be made in the rates or charges except upon notice to the Secretary and to the public, and then only under the supervision of the Secretary after hearing.

"Failure to comply with the requirements and regulations or orders of the Secretary subject the offender to civil and criminal penalties and, in addition, are subject to a proceeding for damages by the person injured thereby. Dealers who violate any of the requirements applicable to them are subject to similar proceedings for damages. Such proceedings are enforced either by complaint to the Secretary or by suit in any district court, and any award made by the Secretary in such proceedings is made the basis of a suit in court.

"If, after hearing, or independently, the Secretary is of the opinion that any rate, charge, regulation or practice of a stockyard owner, commission merchant, or person furnishing stockyard services is or will be unjust, unreasonable or discriminatory, he may determine and prescribe just and reasonable rates or charges and make appropriate orders to enforce them.

"Whenever the Secretary, upon his own initiative or upon complaint of any person including a stockyard owner, live-stock commission merchant, or person furnishing stockyard services, after hearing finds that any rate, charge, regulation or practice causes any undue or unreasonable advantage, prejudice or preference between commerce wholly within the state and interstate or foreign commerce, or causes any undue, unjust or unreasonable discrimination against interstate or foreign commerce, he is required to prescribe the rate, charge, regulation or practice thereafter to be observed, to the end that such advantage, preference or discrimination be removed, any law, decision or order of any state or state authority to the contrary notwithstanding.

"Stockyard owners, live-stock commission merchants, and others are forbidden to engage in any unfair, unjustly discriminatory or deceptive practice or device in connection with the receiving, marketing, buying or selling on a commission basis or otherwise, feeding, watering, holding, delivering, shipping, weighing or handling live stock, and the Secretary is authorized, after hearing, to order the discontinuance of any such practice or device.

"Persons who knowingly fail to obey the orders of the Secretary are subject to suit by the United States for the recovery of \$500 for each offense, and obedience to the orders shall also be enforced by injunction or other mandatory process of a court of equity. The orders of the Secretary are subject to judicial review.

"As with the packers, stockyard owners, commission merchants, and others are required to keep such accounts as will disclose all of their transactions, including the ownership of such business. If such accounts do not fully disclose such transactions, the Secretary is authorized to prescribe the manner and form in which they will be kept.

"The powers of investigation heretofore exercised by the Federal Trade Commission with respect to stockyard owners, commis-

sion merchants, and others mentioned are conferred upon the Secretary of Agriculture. Hereafter the Federal Trade Commission will exercise none of these investigational powers except upon the request of the Secretary.

Constructive Administration Assured

"There is no need now to speak of the reasons which led Congress to enact this law. I know that most of you have not favored it, and have felt that, while neither government ownership, operation nor control is contemplated it would be an unwarranted interference with private business. I think I can understand your feelings in this matter and your very natural apprehension concerning the manner in which it will be administered. The power placed in the hands of the supervising agency is very great and could be used to cause much annoyance and unnecessary expense to those who come under the law. I am all the more conscious of this because for the time being I happen to be the one who is charged with this responsibility.

"Therefore I wish to make it perfectly clear that without prejudice of any kind, my whole effort will be to administer this law in a constructive way and with the purpose of promoting the live-stock and meat industry and safeguarding the legitimate interests of everyone connected with it. There will be no arbitrary or offensive exercise of power. There will be no interference with the free operation of legitimate business nor imposition of burdensome and unnecessary rules and regulations. Discretionary powers will be used fairly and with due regard to all concerned. I assume to start with that it will be the intention of everyone to observe the law and refrain from practices which may be forbidden. I shall expect to counsel freely with all interested parties in setting up the administrative machinery and making the necessary rules. I shall approach you with the feeling that you will act in openness of mind and good faith in the whole business, and shall hope that you will grant to me what I so freely yield to you. No matter who may be Secretary of Agriculture, I hope and believe that the relations between him and the people who are in the live-stock and meat industry will be of a helpful, co-operative sort. That there may be difference of opinion at times is to be expected, but when the heart is right, such differences can be adjusted without that bickering and recrimination which impairs public confidence and is so distressing to the right thinking man."

STRENGTHEN YOUR BUSINESS— INCREASE THE CIRCULATION OF THE WOOL GROWER

Like all journals, the Wool Grower has had its financial difficulties during the past year. In spite of them we are trying to turn out a better paper each month. We could accomplish more if we had a larger circulation. A lot of good sheepmen are not reading the Wool Grower because no one ever brought it to their attention. Send to us for some sample copies to place among your neighbors. Encourage the boys to start now in organization work. We will make the work remunerative to them. Send for particulars.

MEETING OF WOOL COMMITTEE OF AMERICAN FARM BUREAU FEDERATION

The meeting of the National Wool Committee of the American Farm Bureau Federation was called to order by Chairman J. F. Walker at the Farm Bureau Federation Rooms, 58 East Washington Street, Chicago, Illinois, on August 2nd.

A very interesting talk was made by the chairman and a brief which was presented at the tariff hearing in Washington, D. C., read. This was followed by a discussion by the members of the committee until the adjournment for lunch.

At 1 p. m., the meeting was reconvened and Mr. C. J. Fawcett addressed it on a proposed plan for action which was adopted as follows:

a. United action of all forces and organization through American Farm Bureau Federation for correction of the flagrant injustice to domestic wool growers found in the present form of Fordney Tariff Bill.

b. Presentation of case before Finance Committee of Senate.

c. Secure representation of all associations at these hearings as far as practical.

d. Committees from wool growing states to disseminate information and post their Congressmen as to attitude of constituents.

e. Get reliable information to consuming public regarding actual conditions pertaining to sheep industry and relative cost of raw material vs. manufactured articles from wool.

The following motions were adopted:

Motion by J. B. Wilson, seconded, Claude Harper, that the duty asked for be fixed at 30 cents per pound on clean contents. Motion carried.

Motion by J. B. Wilson, seconded, J. C. Holmes, that the chairman appoint a committee of two to draft a resolution for the press. Motion approved. C. J. Fawcett and J. B. Wilson were appointed.

Motion by J. M. McBride, seconded, W. W. Latta, that the resolution com-

mittee with the chairman, J. F. Walker, prepare a brief for publication and distribution. Motion approved.

Marketing of sheep and lambs was the subject of a splendid talk made by Mr. Knollin, sheep salesman for the Wool Growers Commission Company.

The following resolution was read and adopted:

Be It Resolved, by the National Wool Committee, this day assembled at the offices of the American Farm Bureau Federation at Chicago; that:

We protest the invidious discrimination against wool producers and the sheep industry. Today sheep husbandry is on the decline, as shown by statistics and live-stock surveys. The Payne-Aldrich bill was a promise of protection reduced in practice by the skirting clause. The Underwood bill provided for free wool, with protection to manufactured products therefrom. Under this latter bill we have imported, duty free, sufficient wool to last this country for eighteen months. Today the manufacturer has free wool and the benefit of a duty on fabrics, because the Emergency Tariff Bill, while legally in effect, is actually inoperative, by reason of the volume of wool heretofore imported.

The provision of the Fordney bill now before the Senate as related to wool, is minimized by the provision of a 35 per cent duty. This duty is really reduced to the vanishing point by the low price of foreign wool, the difference in exchange and the ad valorem limit. We demand a flat duty of not less than 30 cents per pound on wool, clean content basis. In case of a Congressional recess extending beyond the limit of the Emergency Tariff Bill now in force, we ask that this measure be extended until such time as a permanent tariff bill is adopted, which will afford adequate protection.

Motion by T. I. Ferris, seconded by J. B. Wilson, that a table similar to the one prepared by Mr. Fawcett showing the effect of the 35 per cent ad valorem duty on grease wools be published. Motion carried.

Motion by J. B. Wilson, Wyoming, seconded by Latta of Iowa, that the sense of this meeting be opposed to

the tentative wool grades as advanced by the Bureau of Markets, and the establishing of local wool pools as fostered thereby for following reasons:

a. The grades as made are not recognized nor used by the American woolen mills which constitute our only market for domestic wools.

b. Such a method as has been put into practice encourages decentralization, when mill demands require concentration.

c. Because of failing to meet the demands of manufacturers it does not appear to enhance the value of wool so graded.

Meeting adjourned, subject to call by chairman.

HIGH-PRICED GOATS AT TEXAS SALE

A registered Angora buck was sold for \$3,080 during the recent sale held at Del Rio, Texas, by the Sheep and Goat Raisers Association of Texas. This goat was bred and sold by John A. Ward of Sonora. The buyer was Bob Davis of Rio Frio, Texas. Mr. Davis is president of the American Angora Goat Breeders Association.

The report states that six men were in the bidding above the \$2,500 mark, which indicates a progressive spirit among Southwestern goat breeders and shows a well placed confidence in the future of the mohair business.

On the day previous another \$2,000 was paid by Turner and Taylor of Junction for another buck, sold by Smith Bros. of Rio Frio.

The previous record was made by B. M. Halbert of Sonora in 1920 when \$1,750 was paid for an Oregon bred buck sold by John A. Ward.

DELAY ON REGULAR TARIFF BILL

Late reports from Washington are to the effect that the regular tariff bill will not be taken up except by the Senate Committee until the tax bill is disposed of and the conference for limitation of armaments has closed. There is no reason to doubt that the Emergency bill will be continued in effect until the regular bill becomes law.

DEW POISON (LIP AND LEG ULCERATIONS)

A simple treatment is sent to the Wool Grower by Sherbino Bros., Girvin, Texas, for what appears to be the ailment known in the North as "lip and leg" ulceration. The comment of Dr. Frederick and a discussion of the trouble is included.

"To the National Wool Grower:

"Our lambs are just breaking out with a lip disease, commonly known as dew poison. I do not think it is caused from that, as just a few of the bands will have it from among a number under the same range and weather conditions. Anyway, I have a method of treatment that I find very easy and yet efficient. As I have never heard of anyone else using this method, I will give it for the benefit of any readers who might have occasion to use such a remedy.

"Put the affected lambs into a small pen. Then take a half-gallon bucket, two-thirds full of water, and add a half-inch or three-quarters of kerosene oil. Have a man straddle the lamb's neck and take hold of the neck and dip its mouth down into the solution, held by another person. The nose should be dipped in far enough to have the solution cover the mouth. It is not necessary to hold the mouth in the solution—just make a quick insertion. The hair will absorb enough of the oil to saturate the lips well. One treatment is all that I have found necessary, as the oil kills the germ. The lambs are turned out as they are treated. In this way none of them escape. One treatment usually prevents the spreading of the trouble in the entire band."

SHERBINO BROS.

"From Mr. Sherbino's letter, I take it that the ailment described is what we commonly call 'lip and leg' ulceration, or necrobacillosis. It seems to me if it is this disease early treatment with any antiseptic should overcome the trouble, and it is possible that the remedy recommended would be fairly good. However, I should think that some of the sheep would develop blisters as the

result of such a dipping as is described in Mr. Sherbino's letter.

"Necrobacillosis is an inflammatory process which very often terminates in the sluffing away of the skin in the parts that are affected. It usually attacks the mouth, especially of young sheep, the lips, and often the legs. It is found quite common on the Western ranges in Utah and the surrounding states. It sometimes assumes a very severe form, causing great loss. The cause of this disease is a microscopic germ known as the *Bacillus necrophorus*, which often enters the skin through scratches or abrasions. It is transmissible by natural and artificial inoculation. The sore-mouth form of this disease is more prevalent among lambs. The lips swell so that it makes it difficult for them to secure their food. The patients fall off in flesh and their growth is greatly retarded. Sometimes large scabs and fissures occur on the mouth, and in some cases the entire muzzle is affected.

"Where this disease affects a band of sheep, early treatment is very desirable; otherwise, it is very difficult to overcome. Some flock masters dip their sheep as soon as it is noticed in the regular dips used for exterminating scab and ticks. Dipping the heads of the sheep as soon as this affection is noticed in a 2 to 4 per cent solution of any good coal-tar dip should overcome the trouble, but if it is allowed to affect the animals for any length of time it is very difficult to cure. In such cases the scab must first be removed so that the disinfectant can gain access to all parts of the affected area. Very often such patches are then painted with a caustic.

"The following is often used where hand-dressing is applied:

Creolin	5 parts
Sulfur	10 parts
Vaseline	100 parts

"Mix these ingredients into an ointment and apply to the affected parts.

"Very obstinate cases which do not seem to yield to treatment, especially where treatment has been applied for a number of weeks, should be dispatched.

"Healthy sheep should not be permitted to pasture on infected ranges where this disease has been prevalent. New sheep should not be introduced into a herd unless they are known to be free from this trouble. By quarantining for a week or two this can readily be determined. All sick sheep should be immediately removed from the well ones and treatment applied."

DR. H. J. FREDERICK.

WHY RETURN SHEEP SCHEDULES?

Many sheepmen do not understand the value and purpose of collecting statistics as it is done under the co-operative arrangements existing between the Federal Bureau of Crop Estimates and the various states. The facts regarding the use of these figures as requested from stockmen were recently set forth by the Utah Agricultural Statistician in a letter to A. C. Candland, as follows:

"Sheepmen seem reluctant to answer inquiries. In fact, only about one in twenty will do so. I agree with you that they generally fear that such inquiries mean additional state activity, with more jobs at the Capitol and consequently more taxes.

"I am sure that their fears are not well founded in this case as no use is made of the figures except as a base for estimates which, if correct, would furnish a basis for stockmen to work out a marketing plan, which would be helpful to both meat producer and consumer. It is unquestionable, it seems to me, that such information could be compiled more advantageously by a governmental agency to serve both parties, than by each party gathering their own information.

"In regard to fear of more taxes as a result of making these returns it is unmistakable that anyone whose taxes would be increased, should I break faith with him and use his figures improperly, is not at present making a full return of the number of his flock to the assessor. In fact, if the assessor's figures were dependable, over half the questions we ask could be omitted."

The Special and Joint Convention of Wool Growers and Cattle Raisers

Joint convention sessions of the two leading live-stock associations were held at Salt Lake on Friday and Saturday preceding the Ram Sale. The moderate sized attendance comprised determined and constructive minded cattle and sheep raisers who realized that there is still much work to be done by producers' organizations before the live-stock business can be considered as properly provided for in the business structure of a permanently progressive and prosperous country.

Vice President C. M. O'Donel of the American National Live Stock Association, and President Hagenbarth alternated in presiding over the sessions.

Financial and marketing questions were scheduled for major attention. It was recognized that the emergency machinery represented by the War Finance Corporation and the, Stock Growers Finance Corporation is most valuable but that there is still a large sized job ahead of stock raisers before their financing is assured at reasonable cost and with assurance of service equivalent to that enjoyed by other essential industries. M. L. McClure, chairman of the directors of the Stock Growers Finance Corporation, sent a statement which was read to the convention in explanation of the objects and methods of that body.

Mr. Fred Bixby, former president of the California Cattlemen's Association presented the needs and possibilities of more complete organization. Much interest was aroused by his relation of the work of California beef shippers in their successful efforts for preventing gluts in home markets and for protection against loss on stock shipped to other markets as was found to be necessary in regulating the supply to local killing concerns. While California marketing is peculiar to that state the methods employed are quite original and very suggestive to other organizations, both as to methods of solving the market problem and the need and

value of thorough organization.

Re-appraisal of values of grazing permits on the National Forests was discussed by C. E. Rachford of the Forest Service. Mr. Rachford has been assigned to the study of values of permits and proper fees as affected by character of grazing, nearness to railroads and other points that make a real difference in the proper charge for grazing on different allotments within the same forest. His paper will be printed in a later issue of the Wool Grower.

Investigations of poisonous plants as conducted by the Bureau of Animal Industry were explained by Dr. C. D. Marsh, who is in charge of poisonous plant studies and directs the bureau's work on the subject as carried on at the experiment station at Salina, Utah.

Mr. A. Sykes, president of the Corn Belt Meat Producers Association, came from Iowa to discuss the experience of feeders who have attempted to regulate supplies and conditions at Eastern markets. Mr. Sykes is also chairman of a sub-committee on orderly marketing, created by the Committee of Fifteen, commissioned by the American Farm Bureau Federation to evolve and to establish a system of marketing live stock that will effect economies necessary to both producers and consumers.

Mr. A. J. Knollin's report of the work of the Wool Growers Commission Company and suggestions as to its future status were presented by his son, Loyal, who is now in charge of the Knollin ranch interests at Soda Springs and Lost River, Idaho. The address is printed in this issue.

The discussion which followed the address made it apparent that the proceedings of the special joint convention were necessarily to be regarded as preliminary to more decisive action and planning at next winter's meetings. With the placing upon the Department of Agriculture of the responsibility for

regulating practices in the packing industry, meat producers recognize a serious menace in the continued high prices charged the consumer for meats in the face of greatly lowered prices on foot and in the carcass. The convention went on record as favoring such modification of the Palmer decree as would allow packers to engage in retail business.

Freight rates were discussed by Judge Sam H. Cowan, who also dealt with the recent decision of the Interstate Commerce Commission in which it was suggested that there be a reduction of 20 per cent in rates on live stock from points where the rate is more than 50 cents per hundred. As the railway executives had not announced their decision to comply with the suggestion the convention gave expression to its views in an appropriate resolution.

The following resolutions were adopted by separate votes of members of the National Wool Growers Association and endorsed by the American National Live Stock Association.

Whereas: The wool growers of the Nation who are the producers of food and clothing, essential to the welfare and happiness of our people, are being unnecessarily and unduly hampered, hindered and oppressed by various burdensome conditions, which must be remedied before a normal or stable condition of business can exist in the Nation, and

Whereas: The most important and pressing matters calling for immediate action at this time are freight rates, finance and tariff measures, therefore, be it

Resolved: That the National Wool Growers Association, convened in special session for that purpose, adopt the following resolutions:

(1) Marketing Sheep and Lambs

Whereas: The commission rates on selling sheep have been increased from time to time until it had become very burdensome, especially since the decrease in market prices, and to relieve this burden in part the National Wool Growers Association has formed the Wool Growers Commission Company and said company has a force and is doing business at most of the live-stock markets and at pre-war rates of commission, therefore, be it

Resolved: That we urge all wool growers to use all honorable means to increase the business of their own commission company by shipping not only their own sheep and lambs to their company, but also by endeavoring to get others to do the same.

(2) Truth in Fabric Legislation

Whereas: Manufactured fabrics frequently contain large quantities of shoddy and other adulterates and are sold as "all wool" or pure wool, making these terms meaningless and misleading and in no way describ-

ing the actual contents of the fabrics, therefore, be it

Resolved: That we urge Congress to pass soon the French-Capper "Truth in Fabric" Bill, so as to protect the public as well as the wool growers from dishonesty in fabrics.

(3) The Tariff on Wool

Be it resolved: That we protest the continual discrimination against the wool growing industry. The industry is on the decline as shown by statistics and live-stock surveys. The Underwood Tariff Bill gave us free wool and protection to manufactured products of wool. It has left us with an immense supply of cheap foreign wool on hand, thereby depriving the wool growers of all protection on wool for at least one year after any protective measure becomes a law, while the manufacturer's protection becomes operative at once and in addition thereto he immediately receives the benefit of a compensatory duty for wool that was previously imported duty free.

The Emergency Tariff Bill will partially prevent this unfair discrimination if extended and we sincerely urge Congress to extend the life of this emergency bill until a permanent protective tariff law is in effect.

The protection on wool in the Fordney bill now before the Senate is almost destroyed by having a maximum 35 per cent ad valorem duty on wool. The same discrimination prevails here as in all previous bills by limiting the wool grower's protection to 35 per cent ad valorem, which would still be further reduced by differences in exchange and under-valuation, while the manufacturer's protection is greatly in excess of this amount. We, therefore, earnestly urge Congress to place a duty on wool on the scoured content basis without ad valorem limitations.

(4) Freight Rates on Live Stock

Whereas: After a full hearing granted to railroads and live-stock shippers the Interstate Commerce Commission has recommended that the railroads make a reduction of 20 per cent in Western live stock rates, and

Whereas, the Interstate Commerce Commission granted the railroads the right to publish these reduced rates on five days' notice, but so far the roads have made no move toward carrying out the commission's wishes, therefore, be it

Resolved: That we urgently appeal to the railroads to forthwith put into effect the reduced rates proposed by the Interstate Commerce Commission and if this is not done we direct the officers of this association to obtain an order from the commission establishing these reduced rates at once.

(5) Longer Time on Live Stock

Whereas: The live-stock industry has suffered seriously by existing limits on the life of loans secured by breeding stock and by the fact that holders of real estate are unable to secure adequate loans on their holdings, therefore, be it

Resolved: That we strongly urge Congress to pass such legislation as will enable the Federal Reserve Banks to discount notes secured by live stock, for periods of at least two years, in order that a degree of permanency may be given the industry, and

That the real estate holdings of such borrowers may be taken as additional security.

(6) Death of Roscoe M. Wood

Whereas: Death has recently removed from our midst our friend and co-worker, Mr. Roscoe M. Wood, therefore, be it

Resolved: That in our mourning the loss

borne by his family and relatives and by his associates in the sheep industry and in the work of the National Wool Growers Association, we express the sorrow which we deeply feel and that we call attention to his unusual record of fairness, of application, and of true service to his calling and to his state and country, and further:

That we extend to each member of his family our most sincere sympathy and our hope, that with us, they may be helped by the recalling of his Christian service to his friends and country as was so well exemplified by his devotion and aid to the advancement of the industry represented by this association.

The following resolutions adopted by the American National Live Stock Association were subsequently endorsed by the National Wool Growers Association.

The Packer Bill

Whereas, The American National Live Stock Association has been at all times a consistent advocate of the principles of legislation for the Federal regulation of the packing industry and of market agencies, and especially during the last five and one-half years it has, through its Market Committee and otherwise, actively promoted the enactment of such legislation; and

Whereas, The bill "for the regulation of commerce in live stock and for other purposes" which has now been enacted by Congress and signed by President Harding gives legislative effect to the principles for which we have so earnestly striven, and embodies many of the provisions which we have especially advocated; now, therefore, be it

Resolved, By the American National Live Stock Association, at its mid-year meeting in Salt Lake City, Utah, August 26-27, 1921, that we felicitate the association on this important event; that we commend the efforts of our president, Senator Kendrick, to whose devotion and untiring labor the result achieved is largely due; that we express our thanks to other members of both Houses of Congress, without whose constructive ability and loyal support the bill could not have become law; and that we look to the Secretary of Agriculture, to whose hands the administration of the measure has been committed, to carry out its provisions in the full spirit of the enactment and to the extent of his authority; and be it further

Resolved, That we express our hope that the placing of this law upon the statute books may inaugurate a period of better understanding and co-operation between packer and producer, to the benefit of all interested in the live stock industry.

Packers and Retail Meat Trade

Whereas, By the "consent decree" entered February 27, 1920, in the Supreme Court of the District of Columbia, in the case of the United States of America, Petitioner, versus Swift & Company and Others, Defendants, the Chicago packing companies known as the "Big Five," together with their owners and all affiliated corporations, were "perpetually enjoined and restrained from . . . owning or operating . . . any retail markets in the United States," except such as may be located at their several plants and maintained primarily for the accommodation of their employees; and

Whereas, We believe the present system of distribution of meats and meat products at retail to be inefficient and uneconomical, and that it results in the exaction from the

public of such excessive prices as to reduce materially the volume of consumption; now, therefore, be it

Resolved, By the American National Live Stock Association, at its mid-year meeting in Salt Lake City, Utah, August 26-27, 1921, that we place ourselves on record as favoring the entrance into the retail meat trade of the "Big Five," in order that the present system be placed on a more economical basis, and that we urge all packers not affected by the said decree to engage in the retail trade, and pledge them our moral support; and be it further

Resolved, That a committee of three members be appointed at an early date by the president of this association, for the purpose of conferring with the packing companies, parties to the above-mentioned suit, with the object of obtaining their consent to the reopening of the case and the rescission of that portion of the decree by which they are prohibited from engaging in the retail meat trade.

Retail Meat Prices

Whereas, The consumptive demand for meat is necessarily limited by the purchasing power of the consumer; and

Whereas, The decline in prices of meat animals on the hoof and of dressed meat at wholesale would appear to justify a substantial lowering of retail meat prices; and

Whereas, The downward movement of retail meat prices has failed to keep pace with the decline at wholesale; and

Whereas, The Department of Agriculture is understood to have instituted more than a year ago through its Bureau of Markets an exhaustive investigation of the whole subject of the retail meat trade; and

Whereas, No report has been published and distributed as a result of such investigation; now, therefore, be it

Resolved, By the American National Live Stock Association, at its mid-year meeting in Salt Lake City, Utah, August 26-27, 1921, that we call the attention of the Secretary of Agriculture to the importance of issuing said report at the earliest possible date, in order that the producers and the public may know from an authentic source what spread between wholesale and retail meat prices is justifiable, and in what degree, if at all, the responsibility for the curtailment in demand, consequent on high prices, can be placed on the retailers of meat or on any other agency.

Quality of Beef

Whereas, It is well known that the palatability and flavor of all meat foods must vary with the character of feed used in fattening the animal from which the meat has been obtained; now, therefore, be it

Resolved, That an investigation of this subject by the Department of Agriculture would be of great benefit to the meat-growing industry and to the consuming public, and that such investigation should include a series of experiments in fattening for the purpose of testing the palatability and nutritive quality of meat from animals fattened, respectively, on corn, on cottonseed products, on alfalfa, and on grass; and be it further

Resolved, That a copy of this resolution be forwarded to Hon. H. C. Wallace, Secretary of Agriculture.

Reduction of Freight Rates on Live Stock
Resolved, By the American National Live Stock Association, at its mid-year meeting in Salt Lake City, Utah, August 26-27, 1921:

1. That the railroads should immediately

comply with the recommendation of the commission to reduce the rates;

2. That the railroads should extend the reduction to all live stock rates, thus removing by 20 per cent the horizontal advance of 35 and 25 per cent made in Ex Parte 74;

3. That this association urges all live-stock and agricultural interests to unite in a demand upon Congress for the repeal of Section 15-A of the Act to Regulate Commerce, and for the restoration to the Interstate Commerce Commission and the state commissions of full powers to make just and reasonable rates, without being handicapped by arbitrary rules;

4. That a united effort should be made by this association and all other live-stock and agricultural organizations to secure from Congress a restoration of the rates as they existed prior to the war, as nearly as may be done in justice to the railroads;

5. That if, in justice to the railroads, it should become necessary to grant them temporary relief, such relief should be afforded by Congress by loan of a sum of money sufficient for that purpose, under some plan for its repayment after the restoration of the business to a normal condition of prosperity;

6. That we urge upon Congress the granting of such relief to the railroads as a national obligation, and that the live-stock and agricultural industries of this country, which pay a double burden in advanced rates on all their products as well as on everything which is shipped to them, should not be required to make good such guarantee as is now provided by law and the decision of the Interstate Commerce Commission; and be it further

Resolved, That copies of these resolutions be furnished to each member of Congress, to organizations of producers and shippers throughout the country, and to the press.

Repeal of Section 15-A of Transportation Act

Whereas, There has been introduced in the Senate of the United States, by Senator Arthur Capper of Kansas, a bill to repeal Section 15-A of the Act to Regulate Commerce and to restore to the state commissions the power to make rates; and

Whereas, Said Section 15-A, as it has been construed by the Interstate Commerce Commission, destroys the power of the states to restrict rates on transportation wholly within their own territory; and

Whereas, It involves an unreasonable obligation on the part of the shippers to afford a specific revenue to the railroads, to the serious detriment of the live stock and agricultural industries; now, therefore be it

Resolved, By the American National Live Stock Association, at its mid-year meeting in Salt Lake City, Utah, August 26-27, 1921, that we urge the prompt passage of the said Capper bill.

Reduction of Freight Rates on Meat

Whereas, We recognize that the increased freight rates on fresh and cured meats, as well as the increased rates on live animals, widen the spread of cost between the producer and the ultimate consumer, imposing a direct burden upon the former and at the same time tending so to increase the price of meat as to lessen consumption; and

Whereas, We believe that the cost of such transportation should be reduced to the basis of pre-war times; now, therefore, be it

Resolved, By the American National Live Stock Association, at its mid-year meeting

in Salt Lake City, Utah, August 26-27, 1921, that we urge the co-operation of producers' organizations and packers to bring about a reduction of such rates to a reasonable basis.

Inadequate Transportation Facilities

Whereas, Well-founded complaints are reaching this association of inadequate facilities provided by the railroad companies for the transportation of owners and attendants in charge of live stock; and

Whereas, The duty is imposed upon the railroads by lawfully established tariffs of providing reasonably adequate caboose or other facilities for such transportation; therefore, be it

Resolved, That this association petition the proper officers of the Western railroads to provide adequate facilities for such owners and attendants of live stock.

Tariff Legislation

Whereas, The American National Live Stock Association and all other live-stock organizations of the West and South are and have continuously been in favor of a reasonable tariff on importations of live stock, meats, hides, and wool, to the end that the American live stock industry may be accorded a fair degree of preference in the home markets; and

Whereas, The House of Representatives, by passing the tariff legislation known as the Fordney bill, has placed hides on the free list, and has failed to impose a sufficient import duty on live stock, meats, and wool to give to American producers such a degree of preference; and

Whereas, It is the right of the live-stock interests that this be corrected and that a duty sufficient for the purpose be placed on such products; now, therefore, be it

Resolved, By the American National Live Stock Association, at its mid-year meeting in Salt Lake City, Utah, August 26-27, 1921, that we demand—

1. That hides be put upon the dutiable list with a 20 per cent ad valorem duty;

2. That the duty on live stock be fixed on the basis of 20 per cent ad valorem;

3. That the duty on fresh and prepared meats be placed at 20 per cent ad valorem, subject to a minimum of 4 cents a pound;

4. That the duty on wool be placed at the amount demanded by the National Wool Growers Association, whose position on that subject we hereby indorse; and be it further

Resolved, That it is the sense of this convention that many Congressmen have been misled by specious arguments of shoe and leather concerns to the effect that free hides mean cheaper shoes, which arguments have been abundantly refuted by our experiences under a free hide policy, with no importations of shoes; and that we call upon stockmen generally to demand of their Congressmen active support of a reasonable duty on these commodities; and be it further

Resolved, That this association take active steps to present arguments to the Congressional committees in support of this resolution.

Pure Fabric Legislation

Whereas, A large part of the raw material used in the manufacture of woollen fabrics and apparel, sold as all wool, is shoddy and substitutes, and not virgin wool; therefore, be it

Resolved, That the American National Live Stock Association earnestly urges the protection of both the public and the wool growers of this country, and that the Congress of the United States shall at the

earliest possible moment enact legislation making it compulsory for the manufacturers to make known the presence of substitutes for virgin wool, and especially shoddy and substitutes in fabrics purporting to contain wool, and apparel made from such fabrics.

Marketing Committee of Fifteen

Whereas, There has been a Live Stock Marketing Committee appointed and organized for the purpose of studying the various live-stock marketing problems, with a view to working out a plan or plans for the more orderly marketing of our live stock, to the end that producers may receive a larger share of the value of their product; and

Whereas, We believe there is great necessity and opportunity for improvement along these lines; therefore, be it

Resolved, By the American National Live Stock Association, at its mid-year meeting in Salt Lake City, Utah, August 26-27, 1921, that we felicitate the Live Stock Marketing Committee of Fifteen on the good work it has undertaken to perform, and pledge to it our hearty co-operation and support, and that we are prepared to give a sympathetic welcome and most cordial consideration to any plan which may be put forward by it.

Reduction of Grazing Fees

Whereas, A continued drought existed during the fall of 1920 and the spring of 1921 in Arizona, New Mexico, Nevada, and southern Utah, entailing great expense upon the cattle growers; and

Whereas, Only a small percentage of cattle were sold, and the prices realized therefrom averaged 50 per cent less than the amount realized from sales of cattle the previous year; and

Whereas, On account of money conditions, the growers are unable to meet the full amount of fees charged by the Forest Service; and

Whereas, The permittees on the Forest Reserves have been purchasing feed and developing water to protect their cattle, which in ordinary years is not necessary; now, therefore, be it

Resolved, By the American National Live Stock Association, at its mid-year meeting in Salt Lake City, Utah, August 26-27, 1921, that the Secretary of Agriculture be requested to make such reasonable reduction in fees as is consistent with the condition of the forage on the Forest Reserves, the condition of the markets, and the value of the live stock within the Forest Reserves to those who are permittees on such reserves; and be it further

Resolved, That a copy of this resolution be sent to the Secretary of Agriculture and to the Chief Forester.

Relief for Lessees on Indian Reservations

Whereas, The lands included in some of the Indian reservations in the Northwestern range states have been almost entirely denuded of grass during the present growing season by the action of grasshoppers; and

Whereas, Certain of these lands have been leased to stockmen for grazing purposes at a figure which can be remunerative only while fat cattle can be turned off, entailing a heavy loss when they become incapable of sustaining the herds placed thereon; and

Whereas, The occurrence of this disastrous condition has followed closely on the drought of 1918-19 and on the severe winter of 1919-20, both of which meant heavy loss and expense to the lessees; and

Whereas, The present rate of rental for

these reservations was fixed at a time of high market values and on a basis proportionate to such values; now, therefore, be it

Resolved, By the American National Live Stock Association, at its mid-year meeting in Salt Lake City, Utah, August 26-27, 1921, that we direct the attention of the Department of the Interior to the above-described conditions, and suggest the propriety of making a substantial reduction in the rental of said lands, to the end that an important factor of the beef-growing industry be permitted to continue its existence and operation; and be it further

Resolved, That a copy of this resolution be forwarded to Hon. A. B. Fall, Secretary of the Interior.

Grasshopper Plague

Whereas, The destruction of grass and crops caused by grasshoppers has been increasing in intensity for several years and has reached a point in the present season where hundreds of thousands of acres of the finest beef-making range in the Northwest have been denuded of all grass, so that it will not even sustain life for the animals pastured thereon during the coming winter; and

Whereas, Many other portions of the Western states are threatened with a similar condition in the near future, if this plague continues to increase as it has in recent years; therefore be it

Resolved, By the American National Live Stock Association, at its mid-year meeting in Salt Lake City, Utah, August 26-27, 1921, that we call upon the Department of Agriculture to direct the experts of its Bureau of Entomology to make a complete investigation and a scientific study of the natural history of the grasshopper, with a view

to the discovery of a remedy which may check the destructive march of these insects, to the end that the beef-producing lands of the West be saved from complete devastation.

Losses From Poisonous Plants

Whereas, Losses from poisonous plants form one of the most serious handicaps to the live-stock industry, especially in the range country of the West; and

Whereas, The investigations by the Bureau of Animal Industry have produced results which have materially reduced these losses; therefore be it

Resolved, By the American National Live Stock Association, at its mid-year meeting in Salt Lake City, Utah, August 26-27, 1921, that we express our appreciation of the work which has been accomplished, and that we recommend such appropriations for this work as will permit, not only its continuance, but its extension.

Recommending Judge Rucker for Place on Interstate Commerce Commission

Whereas, Judge A. W. Rucker, former representative in Congress from Colorado and a resident of that state, has been favorably mentioned for a position on the Interstate Commerce Commission, should a vacancy on that body occur in the near future; and

Whereas, We recognize in Judge Rucker special qualifications for such important office, his long professional experience, judicial and legislative training, as well as his sound business judgment, being ample guarantees that he would perform the duties of the office with dignity, intelligence, and impartiality; therefore be it

Resolved, That this association unqualifiedly indorse Judge Rucker for the position mentioned.



R7313,—122094—A two-year-old son of Butterfield's Monarch, purchased by the Baldwin Sheep Company at the Salt Lake Ram Sale.

FAT LAMBS IN NEW MEXICO

The month of April was a very bad, cold month so that the lamb crop is somewhat below normal. Rains commencing in the latter part of May have continued on through the summer and for the past two months have been more regular than normal with the result that the ranges are in better condition than they have been for eight or ten years. There is an abundance of feed and a shortage of stock to eat it so that sheep are in splendid flesh and the lambs will probably be better than usual. No sales have been made yet and there will probably be more lambs shipped directly to the packers because of their being fatter than in previous years. Stockmen generally feel that the supply of feed on hand is sufficient to carry them through for twelve months. What the price, of feeder lambs will be this fall is a matter of great interest to all the sheepmen and unless a reasonable price is paid some of the sheepmen will be forced out of business and no one expects to receive enough to pay their running expenses for the year 1921.

Wool which sold here during 1917-18-19 at from 50 to 55 cents is now selling from 12 to 17 cents. No sales of ewes at all. Wm. R. Morley.

Magdalena, New Mexico.

AN IMPORTANT RAM PURCHASE BY THE BALDWIN SHEEP CO.

Good sheep are always good property, both for the man who produces them and for those who buy them. Those who have profited from a practical belief in this fact are the ones who do not become discouraged and who avail themselves of opportunities further to improve the character of their flocks.

The Baldwin Sheep Co., Madras, Oregon, has been one of the large and successful producers of range rams. In their 1921 shearing 6,000 ewes averaged 14 pounds per fleece.

A two-year-old son of Butterfield's Monarch was purchased at the Salt Lake Ram Sale by Mr. Berkeley, manager for the Baldwin Co. The price paid, \$300, was the highest figure obtained for a single ram outside that of \$3,000 paid for this ram's son.

THE RAM SALE

Conservatism Ruled But Confidence Shown—A Good List of Cash Sales Opened the Season's Trade—Indications of Higher Late Prices For Rams.

"Better than expected," was the common remark at the close of the Sixth Annual Ram Sale. Conservatism characterized all forecasts of the outcome and some of the ultra fearful were certain that no bids would be made, no one could pay for rams, and that it was a serious mistake to attempt to hold a sale. The results show that such despondent ones are a minority, that there is faith in the future of wool and lamb raising on the range and that the sound, progressive producers realize that it is always essential to improve their flocks toward the point of maximum and quality production at minimum cost.

High prices were not expected nor realized. Buyers exercised their right to buy at the lowest point and reaped the full advantage of the situation, but they bought rams. The prices paid would ordinarily allow the breeder some profit. As it was, consignors realized that as they were offering something produced on an unavoidably high cost basis, profits were not possible, and it was a question of the amount of loss to be sustained.

It is well known that the range country is short on rams. There had been liberal buying before last year, but the falseness of economy exercised in ram service and ram quality was shown by the size and appearance of the resulting lamb crops. Bankers who support their clients in keeping bands up to a size that can pay off the indebtedness know that a dry ewe is not a money-maker and that rams must be had. The danger appears to be that ram purchases will be too long delayed and supplies will be short and prices high at breeding time.

The sale crystallized into action a general uncertainty on the part of both buyers and sellers caused by inability to gauge ram values under conditions of radical readjustment and temporary depression. A part of the losses suffered by the sellers may be recovered later this year through the activity introduced during sale week. It was universally considered that regardless of results the Ram Sale is a fixed and necessary institution, not alone for its educational features but for the purpose of assembling rams, buyers, and sellers and to establishing each year a basis of doing business. The problem of financing the sales in the face of losses by the management remains to be solved by the consignors and the officers and members of the National Wool Growers Association.

Rambouillets and Hampshires were in demand. Long woolled breeds and cross-bred types were practically neglected, although offerings were of a kind that would have caused active bidding a few years ago, and that will again be in the spotlight when the three-eighths wools are in normal demand. Few Cotswolds or Lincolns were disposed of though most of the range pens of cross-breds and the Corriedales, Columbias and Panamas went into the hands of men who adhere to a determination to hold their flocks to a basis having equal regard for killing lambs and for wool.

The only sale that might be considered as approaching the sensational was that of the celebrated four-year-old Rambouillet ram, Monarch, sold for \$3,000 to Bullard Bros., Woodland, California, by the Butterfield Live Stock Company. An examination of the returns obtainable from this ram shows that even at a price that is unusual at the present he is a sound investment. The two other highest priced single rams were sons of Monarch. One sold at \$225 to John K. Madsen by the U. S. Sheep Experiment Station and another from the Butterfield pens at \$300 to the Baldwin Sheep & Land Company.

The results obtained from the advertising that has been given this great sheep can well be an incentive to other breeders to obtain prepotent sires and to impress upon sheepmen the value of their blood in effecting real improvement of fleeces and carcasses marketed from the range.

The records of the sales show the following averages:

Rambouillets		
111 Stud Rams, average per head.....		\$89.00
477 Range Rams, average per head.....		33.55
53 Stud Ewes, average per head.....		39.39
Hampshires		
87 Stud Rams, average per head.....		\$41.74
489 Range Rams, average per head.....		24.17
9 Stud Ewes, average per head.....		32.00

Other sales included 189 cross-bred range rams at an average of \$17.40; 4 Corriedale stud rams averaging \$50; 25 Panama range rams at \$25; 6 Columbia rams at \$30 each.

Sales from the offerings of individual consignors, with prices and names of purchasers were as follows:

RAMBOUILLETS

Consigned by Bullard Bros., Woodland, Calif:

	Price, per head
1 ram to G. M. Byrket, Boise, Idaho.....	\$125.00
1 ram to C. E. Sherlock, Lakeview, Oregon.....	110.00
1 ram to the Bureau of Animal Industry, Dubois, Idaho.....	100.00
1 ram to the Bureau of Animal Industry, Dubois, Idaho.....	100.00
1 ram to B. D. Phillips, Malta, Montana.....	65.00
50 rams to Wood Live Stock Co., Spencer, Idaho.....	36.00

Consigned by the U. S. Sheep Experiment Station, Dubois, Idaho:

1 ram to John K. Madsen, Mt. Pleasant, Utah.....	225.00
1 ram to Bullard Bros., Woodland, California.....	110.00
3 rams to B. D. Jensen, Bancroft, Idaho.....	52.50
14 rams to Wood Live Stock Co., Spencer, Idaho.....	40.00

Consigned by Butterfield Live Stock Co., Weiser, Idaho:

1 ram (Monarch) to Bullard Bros., Woodland, California.....	3000.00
1 ram to Baldwin Sheep & Land Co., Madras, Oregon.....	300.00
1 ram to B. D. Phillips, Malta, Montana.....	210.00
1 ram to Baldwin Sheep & Land Co., Madras, Oregon.....	200.00
1 ram to E. D. Petrie, Salt Lake City, Utah.....	200.00
1 ram to Colner Bros., Hansen, Idaho.....	150.00
1 ram to Jos. Marx, Salt Lake City, Utah.....	150.00
1 ram to Wm. Briggs, Dixon, California.....	100.00
1 ram to B. F. Blodgett, Victor, Idaho.....	45.00
1 ram to Wm. Millar, Mt. Pleasant, Utah.....	35.00
10 rams to J. N. Smith, Cedar City, Utah.....	28.00
10 rams to E. E. Williams, Cedar City, Utah.....	28.00
25 rams to Frank Disdier, Pocatello, Idaho.....	35.00
25 rams to Walter Steadman, Sandy, Utah.....	25.00

Consigned by W. D. Candland & Sons, Mt. Pleasant, Utah:

1 ram to Clark & Co., Castleford, Idaho.....	160.00
1 ram to C. E. Sherlock, Lakeview, Oregon.....	105.00

6 rams to A. J. Knollin, Pocatello, Idaho	50.00
7 ewes to Bureau of Animal Industry, Dubois, Idaho	50.00
25 rams to J. E. Morsee, Dillon, Montana	40.00

Consigned by Clark & Co., Castleford, Idaho:

1 ram to Idaho-Nevada Live Stock Co., Pocatello, Idaho	35.00
1 ram to Geo. A. Myers, Piedmont, Wyoming	31.00

Consigned by C. H. Craig, Lowden, Washington:

5 rams to Clayton MacFarlane Co., Salt Lake City, Utah	30.00
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Consigned by Cunningham Sheep Co., Pendleton, Oregon:

24 rams to Wood Live Stock Co., Spencer, Idaho	26.00
26 rams to Wood Live Stock Co., Spencer, Idaho	25.00
50 rams to James D. Law, Hedgesville, Montana	25.00

Consigned by John Curran, Hagerman, Idaho:

27 rams to Herrington & Herrington, Ogden, Utah	28.50
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Consigned by Day Farms Co., Parowan, Utah:

1 ram to Andrew H. Beck, Deer Lodge, Montana	130.00
1 ram to P. E. Anderson, Provo, Utah	100.00
1 ram to T. J. Oldroyd, Fountain Green, Utah	40.00
1 ram to Clayton MacFarlane Co., Salt Lake City, Utah	30.00
25 rams to Andrew H. Beck, Deer Lodge, Montana	31.00

Consigned by Gillett Sheep Co., Castleford, Idaho:

1 ram to Andrew H. Beck, Deer Lodge, Montana	50.00
5 rams to Idaho-Nevada Live Stock Co., Pocatello, Idaho	28.00
10 rams to John G. Taylor, Lovelock, Nevada	40.00

Consigned by E. R. Hobbs, Castleford, Idaho:

1 ram to Andrew H. Beck, Deer Lodge, Montana	70.00
1 ram to Andrew H. Beck, Deer Lodge, Montana	60.00
1 ram to Wood Live Stock Co., Spencer, Idaho	40.00

Consigned by King Bros. Co., Laramie, Wyoming:

1 ram to Bureau of Animal Industry, Dubois, Idaho	135.00
1 ram to F. L. Hudson, Lander, Wyoming	100.00
10 ewes to Bureau of Animal Industry, Dubois, Idaho	40.00

Consigned by A. J. Knollin, Pocatello, Idaho:

20 rams to Jabez Ritchie, Idaho Falls, Idaho	26.00
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Consigned by S. W. McClure, Bliss, Idaho:

1 ram to Gillett Sheep Co., Castleford, Idaho	68.00
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Consigned by John K. Madsen, Mt. Pleasant, Utah:

1 ram to Frank L. Hudson, Lander, Wyoming	100.00
3 ewes to Bureau of Animal Industry, Dubois, Idaho	50.00
10 rams to John G. Taylor, Lovelock, Nevada	30.00
11 rams to King Bros. Co., Laramie, Wyoming	34.00
21 rams to Jared Richins, Coalville, Utah	33.00
45 rams to J. J. Winninger, Cody, Wyoming	42.50

Consigned by G. N. Merritt & Sons, Woodland, Calif.:

19 rams to Andrew H. Beck, Deer Lodge, Montana	31.00
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Consigned by J. M. Moran, Starbuck, Washington:

1 ram to Andrew H. Beck, Deer Lodge, Montana	50.00
25 rams to Herrington & Herrington, Ogden, Utah	22.00

Consigned by Charles Olsen, Ephraim, Utah:

1 ram to Andrew H. Beck, Deer Lodge, Montana	85.00
1 ram to B. D. Jensen, Bancroft, Idaho	37.50

Consigned by W. W. Pendleton & Sons, Parowan, Utah:

1 ram to Andrew H. Beck, Deer Lodge, Montana	105.00
1 ram to Andrew H. Beck, Deer Lodge, Montana	100.00
1 ram to Ernest Peterson, Hyrum, Utah	85.00
9 ewes to G. M. Byrket, Boise, Idaho	17.50

Consigned by Quealy Sheep Co., Cokeville, Wyoming:

1 ram to King Bros. Co., Laramie, Wyoming	80.00
1 ram to King Bros. Co., Laramie, Wyoming	75.00
1 ram to J. M. Moran, Starbuck, Washington	40.00
1 ram to Selway & Gardiner, Anaconda, Montana	40.00
1 ram to Idaho-Nevada Live Stock Co., Pocatello, Idaho	37.50
5 ewes to Wm. Briggs, Dixon, California	30.00
25 rams to Wood Live Stock Co., Spencer, Idaho	35.00

Consigned by J. H. Seely Sons Co., Mt. Pleasant, Utah:

1 ram to G. N. Merritt & Son, Woodland, California	155.00
1 ram to C. E. Sherlock, Lakeview, Oregon	125.00
1 ram to W. D. Candland, Mt. Pleasant, Utah	110.00
1 ram to G. M. Byrket, Boise, Idaho	75.00
5 ewes to Wm. Millar, Mt. Pleasant, Utah	50.00
14 ewes to Wm. Millar, Mt. Pleasant, Utah	45.00
24 rams to L. Thompson, Provo, Utah	60.00

HAMPSHIRE**Consigned by J. E. Ballard, Weiser, Idaho:**

1 ram to Thousand Springs Farm, Wendell, Idaho	105.00
1 ram to Selway & Gardiner, Anaconda, Montana	70.00

Consigned by Butterfield Live Stock Co., Weiser, Idaho:

1 ram to Wood Live Stock Co., Spencer, Idaho	80.00
1 ram to Wood Live Stock Co., Spencer, Idaho	50.00
1 ram to Spencer Bros., Boise, Idaho	31.00
3 rams to Wood Live Stock Co., Spencer, Idaho	52.50
6 rams to Stevens Bros., Coalville, Utah	25.00
7 rams to Covey & Blaney, Montpelier, Idaho	32.50
9 ewes to Robert Blastock, Filer, Idaho	32.00
10 rams to Bertagnoli Bros., Salt Lake City, Utah	25.00
25 rams to Spencer Bros., Boise, Idaho	31.00
25 rams to Wright Bros., Upton, Utah	31.00

Consigned by J. J. Craner, Corinne, Utah:

5 rams to W. C. Boley, American Fork, Utah	31.00
5 rams to James Farmer, Bliss, Idaho	25.00
25 rams to James Farmer, Bliss, Idaho	17.00
25 rams to James Farmer, Bliss, Idaho	17.00

Consigned by D. F. Detweiler, Filer, Idaho:

7 rams to Covey & Blaney, Montpelier, Idaho	37.50
25 rams to David Smith, Salt Lake City, Utah	34.00

Consigned by Ivor T. Edwards, Kimberley, Idaho:

4 rams to L. Thompson, Provo, Utah	40.00
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Consigned by H. L. Finch, Soda Springs, Idaho:

1 ram to Thousand Springs Farm, Wendell, Idaho	150.00
1 ram to Wood Live Stock Co., Spencer, Idaho	47.50
4 rams to John G. Taylor, Lovelock, Nevada	37.50
23 rams to W. C. Boley & T. J. Lewis, American Fork Utah	27.50

Consigned by Howland & Pfost, Cambridge, Idaho:

1 ram to L. Thompson, Provo, Utah	40.00
1 ram to Clayton MacFarlane Co., Salt Lake, Utah	37.00
1 ram to Wm. Lehmitz	30.00
2 rams to David Smith, Salt Lake City, Utah	31.00
5 rams to J. E. Smith Live Stock Co., Pendleton, Ore.	35.00
25 rams to David Smith, Salt Lake City, Utah	31.00
25 rams to T. H. Gooding, Shoshone, Idaho	20.00
49 rams to J. E. Smith Live Stock Co., Pendleton, Oregon	18.00

Consigned by Knollin-Hansen Co., Soda Springs, Idaho:

1 ram to L. Thompson, Provo, Utah	35.00
8 rams to Claude Burch, Provo, Utah	33.00
30 rams to Eychaner & Winninger, Cody, Wyoming	17.50

Consigned by Laidlaw & Brockie, Muldoon, Idaho:

10 rams to James Farmer, Bliss, Idaho	20.00
15 rams to Peter Clegg, Tooeele, Utah	20.00
25 rams to Peter Clegg, Tooeele, Utah	20.00

Consigned by J. Nebeker & Son, Laketown, Utah:

1 ram to Wood Live Stock Co., Spencer, Idaho	45.00
1 ram to Wood Live Stock Co., Spencer, Idaho	40.00
8 rams to Clayton MacFarlane Co., Salt Lake City, Utah	30.00
36 rams to Adamson Bros., Pleasant Grove, Utah	36.00

Consigned by Selway & Gardiner, Anaconda, Montana:

1 ram to J. Nebeker & Son, Laketown, Utah	135.00
1 ram to H. Van Vlear, Lodi, California	100.00
1 ram to Wood Live Stock Co., Spencer, Idaho	50.00
1 ram to Rulon Dixon, Provo, Utah	40.00

2 rams to J. J. Craner, Corinne, Utah	65.00
16 rams to John G. Taylor, Lovelock, Nevada	40.00
25 rams to Ellenwood & Ramsay, Red Bluff, California	23.00
75 rams to Ben Darrah, Shoshone, Idaho	20.00

Consigned by Walnut Hill Farm, Filer, Idaho:

1 ram to Wood Live Stock Co., Spencer, Idaho	105.00
3 rams to Wood Live Stock Co., Spencer, Idaho	50.00

CROSS-BREDS

15 rams consigned by Butterfield Live Stock Co., to H. Haynes, Salt Lake City, Utah	17.00
85 rams consigned by Cunningham Sheep Co., Pendleton, Oregon, to Jeter Arnold, Manzanola, Colorado	16.00
69 rams consigned by John Curran, Hagerman, Idaho, to John Spiers, Ogden, Utah	20.00
20 rams consigned by Ellenwood & Ramsay, Red Bluff, California, to John Spiers, Ogden, Utah	15.00

PANAMAS

25 rams consigned by Laidlaw & Brockie, Muldoon, Idaho, to E. A. Yates, Brigham City, Utah	20.00
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COLUMBIAS

1 ram consigned by the Bureau of Animal Industry, Dubois, Idaho, to Tom Painter, Evanston, Wyoming	50.00
5 rams to S. S. Stillman, Sugar House, Utah	25.00

LINCOLNS

1 ram consigned by S. W. McClure, Bliss, Idaho, to the University of Idaho, Moscow, Idaho	35.00
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CORRIEDALES**Consigned by the Bureau of Animal Industry, Dubois, Idaho:**

1 ram to Ellenwood & Ramsay, Red Bluff, California	50.00
1 ram to Chas. Cook, Hayward, California	50.00
2 rams to Tom Painter, Evanston, Wyoming	50.00

THE AUSTRALIAN RAM SALE AT SYDNEY

The Sydney Ram Sales were held early in July and they reflected most strikingly what the pastoral industry is confronting on account of the wool position.

Added to this is the fact that the banks and financial institutions are sitting tight as regards advances, and cost of labor being heavy and taxation very great, stock owners at the moment have not much loose cash to play with.

It was in the midst of circumstances such as these that the Sydney Ram Sales took place, and it was therefore not surprising that values were very much below previous years. There was little or no inclination on the part of buyers to invest in stud sires, but of course flock rams are necessary for the carrying on of the business of wool raising and the demand for these was fair but only up to the point when requirements were satisfied.

It was, however, interesting to note that the demand this year was more in favor of rams carrying wool of finer quality and more character than has been the case during previous years. There has been of late years a predominating demand for what is termed strong wool, that is, robust fibre and the more serration shown the better. Wool buyers this year are after the finer qualities of Merino and the stronger wools are neglected. This has caused growers to reconsider their policy and the demand for finer woolled

rams is the consequence. The result is that the beautiful woolled Tasmanian Merino was in equal favor with the mainland Merinos, though, in common with the latter, the Tasmanian breeders felt the effect of financial and general situation.

The figures for sales this year show a substantial fall from last year's figures. Last year a total of 2,148 sheep were sold for \$258,390, whereas this year 4,449 sheep were sold for only \$233,290. This shows an average de-

cline of 37 per cent. The averages are, in fact, the lowest since 1916.

The proportion of Merinos to British breeds has considerably increased. Last year about one-fifth of the offerings were British breeds, and this year the proportion was one-eleventh.

The highest price paid in the auction ring was \$2,900 for a ram consigned by the Austin Wanganellas Company. A private sale of a ram for \$10,000 was reported by Collins and Sons of South Australia.

R. H. Harrowell.



The high-priced Hampshire Ram of the Sale. Consigned by H. L. Finch, Soda Springs, Idaho.

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EDITORIAL DISCUSSION

Finance:

August events brought more light and hope to stock raisers. The War Finance Corporation was empowered to handle live-stock paper and Chairman Meyer's announcements and his known favorable attitude give assurance of real financial support in addition to the activities of the Stock Growers Finance Corporation. Some pressure has been relieved from loan agencies, though some banks are urging payments on notes that would be accepted by the corporation. While no announcements have been made nor could be expected it is apparent that those controlling capital realize the necessity of holding suitable ewe lambs and maintaining breeding stock in sufficient numbers to allow economical operation and payment of what is owed.

Freight Rates:

Some disappointment was expressed when the Interstate Commerce Commission announced its refusal to declare existing freight rates on live stock to be unjust and unreasonable. They could hardly have done so in view of the fact that the increase of August 26, 1920, was specifically authorized by them as necessary under conditions then prevailing. The same consideration may account for their "suggesting" a cut of 20 per cent. Word sent out by railway executives on September 2nd was to the effect that such reduction would be made to become effective about September 15th.

Wool:

Wools are showing strength in home and foreign markets; September sales in London show advances in both fine and cross-bred prices. Boston and Sydney report that buyers have gone deeply into new stocks and older lots are moving in considerable amounts. Germany was a heavy buyer at the former London series. While no an-

nouncement has been made as to the arrangements at home or abroad she is obtaining material and employing her textile labor, which means activity in filling the vast accumulation of needs for woollen goods on the continent and progress toward the normal in the wool trade and toward a serious future shortage.

Lambs:

The two weeks of nose-diving markets which opened on August 22nd, came as a serious surprise after some weeks of unusually steady prices. The feeder trade had toned up and things seemed to be in good shape. The advance of the season brought larger numbers of lambs to the shipping stage and preceding quotations encouraged owners to load them as they were ready. Congestion was reported on runs of 30,000 head at the big markets and prices set back. Considering that 50,000 head used to be needed to make a glut shows the sensitive condition of the meat trade. In this connection "the trade" means chiefly the retail butchers. Had the public been given a fair share of the benefit of lower carcass prices more would have been used and a recovery rendered possible. The high cost of distribution is as serious for the producer as for the consumer. It is the chief problem now confronting stock raisers. Those who think now they have a practical plan of solution are urged to publish their ideas in the Wool Grower. Much counsel is needed. Let us assemble all the ideas on the subject in order that we may devise the right plan and then unite to secure its operation.

The markets of September 6th and following days showed a gratifying recovery. Considering that many killed in June and July were of the kind that ordinarily make a trip to the country and return, a strong market later in the year seems to be a probability.

ROSCOE M. WOOD

The death of Roscoe M. Wood is to wool growers the loss of one of their organization builders and workers as an associate editor of the Wool Grower. Mr. Wood was well known to American sheepmen. His regular reports on Wyoming conditions were informing and his comment on current topics illuminating. His defense of the rightful claims of sheep raisers as printed in this and other journals made his name widely and favorably known in agricultural literature. His removal from our midst in his forty-fourth year, within a few days after an operation for an obstruction of the alimentary tract, seems like the termination of a career with certainty of accomplishment even greater than what has already been attained.

Mr. Wood's appreciation and understanding of the place of sheep husbandry in American agriculture and national life came equally through inheritance, environment, and individual application. Under the instructions of his father and as a junior member of the firm of A. A. Wood and Sons, of Saline, Michigan, he has, from early boyhood, played a large part in the making and popularizing of the present-day type of Rambouillet sheep. Mr. Wood's death coming soon after the sale of the family flock in Michigan, appears to bring the close of two generations of work in live-stock improvement that was as constructive and far-reaching as that performed by any American family. As an authority on and chronicler of the whole American history from Vermont to California, of all branches of the Merino sheep family, Mr. Wood had no rival and it is deeply to be regretted that his untimely taking off came before his completion and publication of what must have been one of the most valuable volumes of agricultural literature.

Mr. Wood entered the sheep business at Douglas, Wyoming, in 1904, after several years acquaintance with men and affairs in the range states

gained through exhibiting Rambouillet sheep at the larger shows and exhibitions and through large dealing, in the distribution from the Wood flocks of a class of rams that left their impress upon most of the present-day flocks that set the standard and effect the improvement of commercial wool producing stock.

It was in 1919 that Mr. Wood was named by his Wyoming associates to represent them in the executive committee of the National Wool Growers Association. In this and in a similar capacity in the Wyoming Wool Growers Association he contributed in a large way to the progress of recent years, both by his perception of tendencies that would hinder achievement along fundamental lines and by his equally outspoken advocacy of aggressive, sound and progressive actions and policies.

At the special mid-year convention of the National Wool Growers Association held at Salt Lake City, August 26-27, 1921, the following resolution was adopted by a reverent standing vote and ordered to be transmitted to Mr. Wood's widow and to his parents:

Whereas, Death has recently removed from our midst our friend and co-worker, Mr. Roscoe M. Wood, there- be it

Resolved, That in our mourning the loss borne by his family and relatives and by his associates in the sheep industry and in the work of the National Wool Growers Association, we express the sorrow which we deeply feel and that we call attention to his unusual record of fairness, of application, and of true service to his calling and to his state and country, and further;

That we extend to each member of his family our most sincere sympathy and our hope, that with us, they may be helped by the recalling of his Christian service to his friends and country as was so well exemplified by his devotion and aid to the advancement of the industry represented by this association.

PRESIDENT HAGENBARTH TO REPRESENT WAR FINANCE CORPORATION

Handling live stock paper from banks by the War Finance Corporation was provided for as a part of the bill for agricultural credits as passed before Congress adjourned.

There has been no announcement as to the relation of this branch of the War Finance Corporation to the Stock Growers Finance Corporation, but both will function for some time. The War Finance Corporation is a governmental institution and authority for it to handle live-stock paper was secured on the motion of Senator Stanfield and was identical with his original proposal made before the Stock Growers Corporation was suggested by the Secretary of the Treasury as a non-government enterprise.

Eugene Meyer, Jr., chairman of the War Finance Corporation, has requested President HagenbARTH to act on a committee for the Inter-Mountain country in receiving and passing upon paper offered to the corporation by banks. Chairman Meyer has announced his intention of spending a month in the West to plan and organize the work of the corporation.

ANOTHER BILL ON GRAZING OF PUBLIC LANDS

Proposals for regulation of grazing on government lands have been so numerous and so varied and fruitless that it is hard to tell whether a new bill introduced into Congress is really likely to avoid the fate of its numerous predecessors.

Stockmen who have favored some systematic way of controlling the use of public lands are not now inclined to favor any move that adds a cent to present expenses. Many of the transient stockowners who were chiefly responsible for the abuse of the range have dropped out and the reduced stocking of the ranges, aided by favorable moisture conditions in most of the territory, has resulted in a greatly im-

proved feed supply on the open lands. When sheep and cattle raising again becomes attractive, the danger of overstocking and the need for the control of lands by bona fide producers may again demand consideration.

On July 25th, Congressman Sinnott of Oregon, who is chairman of the committee on public lands, introduced a bill "To authorize and regulate the grazing of live stock on the public domain."

The first four sections of the Sinnott bill are printed below. The other sections of the bill provide for reservation by the government of coal and mineral rights and for access to the lands by prospectors and miners.

Section 1. That the Secretary of the Interior is authorized to divide the vacant unreserved public lands of the United States, not irrigable at a reasonable cost from any known source of water supply, and not suitable in their present condition for the raising of crops other than native grasses and forage crops, into grazing areas or units of suitable size and to dispose of the grazing privileges thereon as hereinafter provided.

Sec. 2. That the grazing areas or units herein authorized shall be established after consideration of the average quantity of grazing material produced or capable of being produced thereon, of topographical conditions, and of existing grazing use now being made thereof by citizens of the United States. The units, when established, shall be noted upon the records of the local land office of the district wherein the lands are situated and shall be leased at not more than 1 cent per acre in areas where the rainfall exceeds ten inches per annum, and not more than one-half of 1 per cent per acre where the rainfall is less than ten inches per annum, for periods not exceeding ten years, with a preferential right to those now engaged in the live stock business thereupon.

Sec. 3. That the permits or privileges when granted shall be irrevocable, except that they may be canceled after due notice by the Secretary of the Interior for violation of the terms or

conditions of this Act or of regulations issued hereunder, and shall not be assigned or transferred except with the consent of the Secretary.

Sec. 4. That the grazing or permit fees shall be payable annually at such time during each year as the Secretary of the Interior may prescribe. Permits or privileges shall be administered by the register and receiver of the local land office of the district wherein the lands are located, subject to appeal to the Commissioner of the General Land Office and to the Secretary of the Interior. All moneys due under this Act shall be paid into the local land office and deposited in the Treasury of the United States, 50 per centum thereof to be credited as receipts from public lands and the remaining 50 per centum to be paid by the Secretary of the Treasury, after the expiration of each fiscal year, to the State within the boundaries of which the lands are located, said moneys to be used by such State for the construction and maintenance of public roads.

STOCK RANGE VALUATION

When Congressman Haugen was defeated in an attempt in 1920 to raise fees for grazing upon the National Forests, it was agreed that a report should be prepared by the Forest Service upon the "actual" value of the grazing furnished by the forest lands.

Just what constitutes "actual value," and how it can fairly be determined, is a difficult question. With its customary fairness, the Forest Service will advise with stockmen using the grazing in arriving at a basis of determining "actual" value. The question will be before the Forest Service committees of the National Wool Growers Association and the American National Live Stock Association during the Salt Lake meetings on August 26-27.

A preliminary study of the question has been started in the Northwest according to the statement of the Portland office of the Forest Service. The statement follows:

"E. N. Kavanagh, in charge of grazing in the Forest Service offices here, and Grazing Inspector C. E. Rachford, from Washington, D. C., left here on July 16, for six weeks' inspection of the National Forest grazing ranges in Washington and Oregon. Their trip will take them through the cattle and sheep country of eastern Oregon and Washington, and has for its purpose gathering data on the ground regarding the actual value of the forage resources of National Forest ranges.

Mr. Rachford is making a general trip throughout the National Forests of the West on a two-year study of this question of range valuation and now comes to the Pacific Northwest on a preliminary trip. The results of this whole study of range valuation of the forest ranges has been promised to Congress by the Forester, Col. Greeley, and Mr. Kavanagh's office will be responsible for this work as far as the Oregon and Washington forests are concerned.

Messrs. Rachford and Kavanagh will go first to the Rainier Forest, then through the Yakima Indian Reservation into the Wenatchee Forest, on to the Methow and Okanogan Valleys, to Spokane. From Spokane they will go to Pullman, Washington, to confer with men at the Washington State Agricultural College, then to Pendleton, and to the Oregon State Experiment Station at Union. From Union they will proceed to the Whitman National Forest at Baker, then south to the John Day country on the Malheur Forest, then to the Ochoco, and Deschutes Forests, probably going as far south as Lakeview. Throughout the trip they will confer with representatives of the agricultural colleges of both states, with owners and agents of private range lands and representative stockmen in both states, the aim being to inspect typical ranges and to secure the advice and suggestions of interested parties. The final object, Mr. Kavanagh says, is to find the best method of determining the proper value in terms of the grazing fees of the forage resources of the National Forests within the two states."

August Record of Lamb and Sheep Markets

CHICAGO

September is always shake-down month in the live mutton market. This time the bear orgy began the third week in August, constituting a continuous performance until the common price of good lambs was down to \$8, compared with \$13 on June 31, when the first of the Idaho crop scored at \$13.50. It was the lowest market since October, 1915, dropping below the bottom of the February slump when \$8.75 took the best Colorado lambs. Feeding lambs declined in two weeks from \$8.50 to \$6.75 and even on that basis were not wanted. Fat native ewes sold as low as \$2 and a ewe eligible to more than \$4 was a novelty. In the vocabulary of the trade it was a rotten market from top to bottom.

By way of explaining the relatively healthy market early in August, light receipts may be advanced as an argument. The first week of the month ten markets had only 264,000 head, against 345,000 a year ago and the second week only 238,000 reported at these points compared with 309,000 last month. Then the tide turned and buyers backed away in anticipation of the regulation September and October deluge. The August run at the ten principal markets was about 1,380,000 compared with 1,540,000 in 1920, but owing to the small proportion finding the feeder outlet slaughter was actually larger than last year.

At the inception of August fat Western lambs were worth \$10.25, showing a flat \$2 decline for the month. Yearlings sold at \$7.50@8.50, wethers \$6.75, ewes \$5.50, breeding ewes \$6.50 and feeding lambs \$7.75. At the end of the month \$8 was the common price for lambs and \$8.50 an outside price, the top on wethers being \$6.75, wethers \$5, ewes \$4.50, breeding ewes \$6, and feeding lambs \$7.

Bulk of sheep and lambs, September 1, with comparisons:

	Sheep		Lambs	
	Bulk	Top	Bulk	Top
1921	\$2.75@	4.25	\$ 7.25@	8.00
1920	7.00@	8.25	12.50@	14.00
1919	7.75@	9.60	13.75@	14.80
1918	10.75@	12.50	16.75@	18.00
1917	10.50@	12.25	15.75@	17.25
1916	7.00@	8.25	9.75@	10.85
1915	5.00@	5.75	8.00@	8.80

Top prices for sheep and lambs for August and September in recent years:

	— Lambs —		— Sheep —	
	Aug.	Sept.	Aug.	Sept.
1921	\$10.85	\$ —	\$ 6.75	\$ —
1920	15.15	14.40	10.00	8.25
1919	18.25	16.25	12.00	10.50
1918	18.75	19.00	14.75	13.00
1917	17.75	18.60	12.50	12.75
1916	11.50	11.40	8.40	8.75
1915	9.55	9.25	6.90	6.75
1914	9.00	9.00	6.10	6.20
1913	8.25	7.90	5.00	4.90
1912	7.85	7.75	4.75	4.80
1911	7.40	6.40	4.00	4.50
1910	7.15	7.40	4.65	4.85
1909	8.15	7.75	5.00	5.50
1908	6.85	6.15	5.50	4.75
1907	7.85	7.70	6.00	6.00
1906	8.00	8.25	5.60	5.75
1905	8.00	8.00	5.65	5.50
1904	7.00	6.35	4.25	4.50

The First Week

The week ending August 6 was one of comparative prosperity owing to light receipts and a broad Eastern outlet, Atlantic seaboard dressed market being in healthy condition, consequently a ten-market run of 365,000, against 360,000 a year ago was readily absorbed. Lambs advanced 50@75 cents, sheep prices being held down by a heavy run of Montana wethers. Western lamb quality was excellent, but that of natives was indifferent, if not worse. A string of Washington lambs scored high mark at \$10.75, bulk of the Western delegation selling at a range of \$10.50@10.60. No native lambs sold above \$10.50, packers buying the bulk of their good native lambs at \$9.25@10. Second cuts of Westerns sold at \$7@7.50 to killers and cull natives at \$5.50@6.25 with pee-wee stuff as low as \$4.25. The only Western yearlings on the market realized \$7, but \$8.25 was quotable for choice handyweights. Montana wethers carried excessive weight, selling at \$5.25@5.75. Light native ewes reached \$5.50, but the bulk being heavy, went at \$4@4.75, with extreme weights down to \$3.50 and culls at \$1.50, or less. Pack-

ers took most of the second cuts of Western lamb bands at better prices than feeders offered, a few loads going to the country at \$7.60@7.75, an advance of 50 cents. Feeding yearlings sold at \$4@5.50, wethers \$3.75@4.65, and ewes at \$2.25@3.25. Yearling breeding ewes were worth \$5@6.50, and aged breeding ewes \$3@6.50.

The Second Week

A break developed the second week, owing to a heavy run early in the week, but all the loss was regained before the close as Western stuff was shot out after Wednesday. Quality of Western lambs showed deterioration and the bulk of the native stuff was in poor condition. Monday was high on lambs at \$10.75, the bulk clearing between that figure and \$10, but on the low spot Wednesday \$10.40 took the best, \$7@8 being paid by killers for second cuts in competition with feeder buyers who boosted prices 25@50 cents. A lot of cull natives went to killers at \$4.50@6. No native and few Western yearlings arrived, those available selling at \$7.50@7.60, but lacking both condition and quality. Medium to good Montana wethers made \$5.25@5.50, Montana ewes going to killers at \$4.75@4.85, and to feeders at \$3.15. The native ewe market dropped to such low levels that it was impossible to make them pay freight bills, cutting off supply. A few loads of feeding lambs went to the country at \$8@8.25, but few country buyers were willing to meet killers' prices. Small lots of breeding ewes went out at \$3.50@5.50 and Montana ewes suitable for one year's breeding at \$3.50, the common price for feeding ewes being \$3.

The Third Week

Little change occurred in prices during the third week. Ten markets re-

ceived 238,000, against 309,000 last year. The major part of the run was lambs. Feeder demand strengthened, bolstering the price list as the country was a keen competitor for second cuts of Western lamb bands. Idaho offerings carried short feeder ends. Western lambs reached \$10.75, the bulk selling between that figure and \$10, most of the desirable natives going at \$9.50@10, with culls at \$5.50@6; pee-wee stuff selling at \$3.50@4. Choice yearlings reached \$8, but the yearling offering was small and few were good, grassers from Washington going at \$7.25@7.75. Montana wethers, mostly two's, averaging 114 pounds, realized \$6@6.25, the best light ewes going at \$5.50 and the bulk of the female stock to killers at \$3.25@4.50. Values of feeding stock advanced 25@50 cents, choice feeding lambs going to the country at \$8.60, feeding ewes at \$3@3.65, and breeding ewes at \$4.50@5.50, the higher priced lots carrying a sprinkling of yearlings. For choice Western yearling breeding ewes it was a \$6@7 market.

The Fourth Week

During the fourth week the slump began with 231,000 at ten markets, against 252,000 a year ago. Lambs broke about \$1 per hundredweight; sheep 25@50 cents, and feeding lambs 75c to \$1, feeding sheep showing little change. More feeding lambs reported than earlier in the month and feeders took alarm, especially in view of the fact that a larger percentage of ewe lambs showed up. No lambs sold above \$10.25 and by the end of the week \$9 was a doubtful figure, a lot of cull native stuff going at \$5@5.50. No choice yearlings arrived, \$7 stopping everything on that order available. Two-year-old wethers sold at \$5.50@6.25 and aged wethers at \$4.60@5.50. It was a \$3.25@4.50 trade in fat native ewes, the common price for range ewes being \$3.75. Feeding lambs declined steadily from \$8@8.40 early in the week to \$6.25@7.50. Breeding ewes were strong at \$4.50@6.25.

During the half week at the month end the market was a slump affair,

carrying the best lambs down to \$8.50, with few above \$8, packers being pegged at the latter figure, culls dropping to a \$4.50@5 basis. Most of the native lambs went to killers at \$7.50@8, the lowest levels since October, 1915. Matured sheep were almost unsalable, heavy Western yearling wethers stopping at \$4.75, a string of mixed yearlings and wethers, 50 per cent breakers, cashing at \$4.25. Fat native ewes sold at \$3.50 and the gobby kind as low as \$2, when bids were available. The break in feeding lambs whetted feeders' appetites, \$7 being paid for choice lots, with \$6.50 the common price, open wool stuff going at \$6. A common price for feeding ewes, good for another breeding, was \$3.75, most of the breeding ewes going to the country at \$5@5.75.

OMAHA

The review of last month's trade in sheep and lambs is a story of successive price declines in all classes of stock, rather liberal receipts, a quiet packing demand and a very conservative demand for feeders from the corn belt.

Omaha receipts for the month amounted to 413,724 head, as compared with an August run of 483,272 head last year. Offerings so far this season have been coming from Idaho, Wyoming, Oregon, Utah, Nevada, Montana and as far West as California. The supply lately has consisted largely of lambs, about 40 per cent feeders and about 60 per cent fat.

Prices worked steadily lower throughout the month, closing \$2.50@2.75 lower on fat lambs, for the 31-day period. Fat sheep show a decline of about \$2 for the same period and feeding lambs may be roughly quoted at an average decline of \$1.25. Other classes of stock have also shown a sharply lower trend.

Best fat Western lambs have dropped to \$7.50@7.75 and culls are not wanted at \$4@5. Packers are now buying quite a few medium lambs at \$6.50@7 and less. Best fat ewes are

not worth more than 3 cents a pound, with aged wethers quoted up to \$4. Cull ewes at from 50 cents a head to \$1.25 per hundredweight are not worth shipping.

The output of feeders for the month amounted to 156,656 head as compared with an output of 262,141 head last August. Country buyers are scarce this year and the business is being handled largely through order-buying channels. Iowa is taking quite a few lambs but the demand is by no means urgent and low cost seems to be the main consideration. Loan money is not very plentiful this year, of course, and this is having a tendency to curtail demand. At the present time good thin lambs are moving out rather freely around \$6, with fancy light feeders quoted up to \$6.50, but there is no prospect of any great advance in prices. Good-mouthed, thin ewes are down to \$2.50@2.75, with old shelly feeders at \$2 and less.

Current quotations are about as follows:

Fat lambs, Westerns.....	\$6.25@7.75
Fat lambs, natives	5.75@6.75
Feeder lambs	5.50@6.50
Cull lambs	4.00@5.00
Fat yearlings	5.00@6.00
Feeder yearlings	4.50@5.50
Fat ewes	2.00@3.00
Feeder ewes	2.00@2.75
Breeding ewes	3.00@5.00
Cull ewes75@1.25

KANSAS CITY

If the last seven days of August could be erased from the market, the sheep trade for the month would have been very satisfactory, in fact, prices would have averaged up to flockmasters' expectations. However, in the face of heavy receipts in Omaha and Chicago the middle of the month Western runs kept piling up at these two markets, and finally in the last week of the month prices broke to the lowest level in a number of years past. The middle of the month lambs in Kansas City sold at \$10 to \$10.60, weakened in the next few days and in the

last week plunged down fully \$2.25. Fat sheep declined 50 to 75 cents from the high point and feeding lambs were off \$1.50. On the close today (August 31), fat Western lambs sold at \$7.75 to \$8.25, native lambs \$7 to \$7.50, ewes \$3 to \$4, wethers \$4.25 to \$4.75, and feeding lambs \$5.75 to \$6.50. General conditions in the past few days indicate that killers have cleared decks for the big fall movement, and are determined to get prices down as low as possible without cutting down the movement. Aside from the liberal receipts in Omaha and Chicago, the principal cause of the decline was a slow movement in dressed lamb and mutton at Eastern distributing centers. A lower retail price for dressed lamb would increase the demand and be reflected immediately in higher prices for sheep and lambs on hoof, but the retailer is getting war prices for a commodity that is down 60 to 75 per cent compared with the levels of 1918 and 1919.

It seems improbable that prices will go any lower, yet the outlet is sluggish owing to the inability of the consumer to pay the retail price. However, quotations now for feeding lambs are about in line with feeders' ideas of a chance to feed and make money and from now on a greater per cent of the offerings at central markets will go to feeders than to killers. The corn belt, because of large feed crops, is in a position to handle more than normal supplies of thin lambs this fall, but actual buying depends on conditions in other trade lines.

August receipts in Kansas City were 166,400, or 7,480 less than in the same month last year and 26,000 less than August, 1919. C. M. P.

DENVER

Receipts of sheep and lambs on the Denver market for the month of August just past were 85,461 head, against 95,789 head in August one year ago. The trade was active during the month, but prices suffered a sharp decline, due to liberal receipts at all points and

a comparatively limited demand. At Denver all sheep and lambs offered were sold from day to day but prices dropped \$2 to \$2.50 per hundredweight on fat lambs during the month, while fat ewes sold late in the month at declines ranging from \$1.50 to \$2. Early in the month prices on good fat lambs ranged from \$9.50 to \$9.75, while the best sold late in the month at \$7.25. Good fat ewes that found ready outlet at \$4.50 early in August, were hard to dispose of at \$2.75 at the end of the month. Some feeder movement was registered towards the middle of the month at prices ranging from \$7 to \$7.25 for the best. However, at the end of the month salesmen found it difficult to get more than \$6 for good fat lambs.

Trade scouts report very little contracting of feeding lambs on the range. A few contracts have been made at prices ranging from \$5 to \$6 but these were made early in the season, mostly in Utah, and buyers are not offering the price now. No contracting has been done in Colorado and Wyoming.

LAMB MARKET CONDITIONS AND PROSPECTS ON SEPTEMBER 6

Following the heavier receipts and lowered prices from August 22 to September 3, the Wool Growers Commission Company wired as follows after the close of the market on September 6:

Tuesday's market at Chicago more active. Good clearance made of bulk of killing lambs at eight to eight and one-half cents. Bulk feeders six fifty to seven. We recommend that fat lambs be shipped as planned and not held back. We do not advise holding back feeding lambs temporarily but urge that feeders and old ewes be fed in West where possible. We look for little higher market on the best killing lambs. Advise holding fat wethers and ewes back until colder weather. They will surely be higher within thirty days.

OFFICIAL FIGURES SHOW COMING SHORTAGE

The June report issued by the Bureau of Markets for packing houses having Federal inspection showed a slaughter of 298,500 head of sheep and lambs above the number for June, 1920.

The total slaughter in the first six months of 1921 was 6,243,000, or 1,470,000 more than in the first half of 1920.

The shipment of feeders out to the country in June, amounted to 88,900 head as compared to 226,900 head in June of 1920. The six months' shipments of feeders were 582,000 compared to 1,316,000 up to June, 1920.

This shows that Western lambs will have the late market to themselves as there is not one-half the usual number on feed in Eastern states to be returned to the late market.

IS THE SLUMP OVER?

The first day of September arrested the slump in live mutton values that marked the latter part of August and it was consensus of trade opinion that the slump had run its course. This will depend on supply and country demand for feeding stock, as the dressed market is in healthy condition so far as lambs are concerned. Killers do not attempt concealment of the fact that they have been making good money on lamb all summer; in fact, this has been responsible for an invasion of that sphere by scores of small killers, dressing their stock on the home market enabling them to get a premium of two to three cents per pound over Western dressed stuff which is always slaughtered a week or more before it gets to Eastern markets.

"These little butchers are doing a whale of a business and keeping us guessing," said the representative of one of the big packing concerns late in August. "To meet their competition on fresh killed stuff, packers, the Big Four, have been forced to send about 20,000 live lambs to New York

weekly. The little fellows invaded the Louisville and other Southern markets this season, took their pick of the crop to send to the Atlantic seaboard for slaughter and grabbed so many lambs that the big outfits got few, forcing them to increase their purchases at Chicago and Omaha, thereby injecting an element of competition that would otherwise have been lacking."

With so much "buck passing" going on, it may not be amiss to call attention to the fact that lamb and mutton consumers have had little if any benefit from the break in live animals. Nor have wholesale prices been cut proportionately. The fact that consumers have been paying the same old prices and the market has shown no sign of congestion, should be convincing that dressed trade is in healthy condition. Despite heavy receipts of lambs and the fact that the packers have been buying the bulk, supply has been cleaned up weekly without the stereotyped bargain sale.

Trade opinion that the slump has run its course is based on the theory that native lambs were gathered early this year, that the public is eating lamb and that feeders will be in the market the rest of the season, all of which has a logical sound, although all brands of optimism are more or less discredited.

A bald statement of dressed price comparisons, wholesale, on the August 1st and September 1st basis at Chicago may be enlightening to producers at this juncture:

Dressed Lamb

	Aug. 1	Sept. 1
Choice	\$23.00@25.00	\$21.00@22.00
Good	21.00@22.00	18.00@19.00
Medium	19.00@20.00	16.00@17.00
Common	15.00@18.00	13.00@15.00

These prices are on a 100-pound basis. They show declines ranging from \$2 to \$3 per hundredweight.

Dressed Mutton

	Aug. 1	Sept. 1
Good	\$12.00@14.00	\$11.00@11.50
Medium	10.00@11.00	9.00@10.00
Common	7.00@ 9.00	6.00@ 8.00

Best grades dropped \$1 to \$2.50; others about a dollar.

Dressed lambs selling at \$6@6.50 alive are worth \$16@17 in the carcass and fat ewe carcasses at \$10 cost \$3@3.50 on the hoof.

This has no reference to retail cost, as most vendors were charging as much for chops and roasts after the break as early in August.

LAMB PRICES AT THE OTHER END OF THE LINE

The influence upon Western markets that is exerted by Jersey City is clearly presented in Mr. Poole's article, "The Stormy Petrel of the Lamb Market," appearing in this issue. Jersey City is a much used market by farmers, live stock dealers and feeders of Ohio and states farther east. Lambs killed there are sold to retail butchers of New York in competition with the carcasses of those slaughtered at Chicago and Omaha.

Just what part the retail butcher plays in making wholesale and retail prices is not generally understood. It would perhaps be better to say that he does make retail prices but producers are inclined to doubt whether he really has and uses the powers attributed to him when markets for live lambs are lowered on the strength of reported lower values at Eastern consuming points.

We do not need to be uncertain as to how far the retailer really represents consumers' ability and willingness to pay. The retail butcher lowers the price to his customers when he cannot sell out at the old price. If the packers ship too many carcasses to Boston or Philadelphia their representatives may often lower the price to retail butchers in order to make a clearance. The butcher will absorb all of the lower price if he can. He will give his customers some of the benefit if he can't clear his shop at the old price. His ability to do this may be affected by only two things: (1) The willingness or ability of his customer to pay the old price, or, (2), their finding it possible to buy at a lower price

from another butcher willing to operate on a smaller margin to establish a new shop or extend an old business.

Excessive profits are supposed, theoretically, to be corrected by their attracting new men into the business and increasing competition. It sometimes looks as though the retail meat trade as now organized had too much competition. At least no one of the retailers seems to have a sufficient volume of trade to enable him to meet expenses and live in American style without adding from forty to fifty per cent to his wholesale costs.

There can not be much narrowing of the spread between wholesale and retail meat prices until the system of retailing is changed. No one association, organization or city can do it. Consumers as a whole can do it. They will do it when the pinch compels action and when local, state or federal agencies show the way and promote the use of co-operative buying arrangements. The road to better things in this line is a long one. It cannot be said that consumers have even discovered it in a practical way. We do not want more government in business, but we do want and need government aid exercised in a way that will instruct and encourage people to help themselves to a better and more economical system of buying their food. We believe that we may look for some wise step in this direction in the near future. It is needed by both consumers and producers and could do no harm to legitimate and economically conducted distributing business.

For the study of both consumers and producers we present the record of August, 1921, for live, wholesale and retail prices of lamb.

Live and carcass figures are those quoted by the Bureau of Markets for Chicago on the days shown. The retail prices are those printed for Chicago by the National Provisioner:

	Aug. 8	Aug. 15	Aug. 22	Aug. 31
Top Live Lambs	10.75c	10.75c	10.5c	8.75c
Best Carcasses	24.	25.	23.	22.
Best Retail Legs	45.	40.	40.	38.
Chops	45.	45.	45.	45.
Stew	15.	15.	15.	15.

THE STORMY PETREL OF THE LAMB TRADE

Know the whereabouts of Jersey City? It's the back yard of New York City and the source of much of the trouble that invades the sheep and lamb market at this season, a veritable Pandora's box so far as the ovine industry is concerned. Whenever atmospheric agitation develops in market circles during the June and October period it is "one best bet," as the parting gentlemen say, that the Jersey City volcano is in eruption.

Jersey City is one of the principal lamb markets of the country during the grass season. It has the distinct advantage of being located at the greatest lamb consuming center of the United States, New York City. Contiguous are the lamb-growing sections of New York, Pennsylvania, Maryland and Virginia insuring an abundant, if not excessive supply at the period when spring lambs get ready for market. Eastern farmers possess pretty much the same psychology as those living in the Mississippi Valley. They watch the market for bulges, order cars whenever prices skyrocket with the inevitable results, gluts and bargain sales. In the case of Jersey City, this disposition on the part of lamb raisers within a radius of fifty to 250 miles is aggravated by periodical jamborees in speculative circles. An impression exists in some quarters that the lamb speculator at Chicago or Buffalo, for instance, who competes with local killers is a gambler and a parasite. Nothing could be more erroneous. He makes money on a rising market; otherwise his game is a hard one to play. All but a handful of the speculators who waxed comparatively rich on the booming markets of 1919 and 1920 have "gone broke" meanwhile. This digression, introducing the speculator, is necessary in an enumeration of the influences affecting Jersey City

lamb prices and incidentally the markets of the whole country from the Atlantic Coast to the crest of the Sierras. When "Jersey" slumps \$2 to \$3 per hundredweight overnight, values of every lamb on the rails between Western loading points and the primary markets are similarly, although in a lesser degree, affected.

Jersey City trade is peculiarly susceptible to supply and demand influences. Dump 30,000 lambs into the market in three consecutive days, as was done recently, and the props are promptly knocked from under the price list; cut off supply a few days and values literally skyrocket, whereupon farmers and speculators repeat the deluging process. The beneficiaries of this system are New York killers as prices to consumers rarely change, and never follow such erratic fluctuations as occur from week to week.

Jersey City's July performance was characteristic. Early in the month a slump practically suspended loading in the country adjacent and at other markets for that point, New York City butchers ran into a dearth of fresh killed lamb and Jersey City quotations advanced sensationally until \$13@13.50 were ruling prices. Farmers promptly loaded heavily and speculators at Cincinnati, Louisville, Buffalo and Chicago indulged in a scramble to get while the getting was good, the result being that within a few days the recently bare market at Jersey City was buried deep, a \$3 break ensuing. Speculators who bought lambs at \$11.50 to \$11.75 per hundredweight on Western markets, reached their Eastern objective in time to unload at \$10 or thereabouts.

Nothing about this procedure is unusual. The shoals and sands of the Jersey City market have wrecked many a speculator and provoked thousands of farmers to earnest and logical profanity. On the other hand farmers able to strike the high spots extoll its excellence as an outlet for lambs and Chicago speculators have been known to make "big winnings" on a few thousand Western lambs bought on a psy-

chological low spot at Chicago to reach "Jersey" somewhere around the crest of a rise. One reason for the eccentricity of the Jersey City market is the fact that it is the "end of the rainbow," a veritable "jumping off place." An excess at Chicago, Omaha or Buffalo may be relieved by ordering cars and shipping East. At Jersey the Atlantic constitutes a barrier to further movement in that general direction. When a consignment of lambs reaches Jersey City it must be sold for what it will realize and the price may fluctuate anywhere from \$2 to \$4 per hundredweight within a week. Should Western markets be adequately supplied simultaneously a crash in values all across the continent ensues. Similarly New York City, is the dumping ground for dressed mutton and lamb.

Is Jersey City lamb trade susceptible of reformation? Possibly! As a stabilization proposition it certainly deserves, at this moment, the serious attention of the Committee of Fifteen now meeting in Chicago at intervals to wrestle with that interesting, yet highly elusive problem. Jersey City is the stormy petrel of the lamb trade; it is to the sheep industry of the United States what the Balkan peninsula is to Europe, a potential if not actual source of tribulation and will be just as long as lamb raisers participate in a scramble to reach that market whenever a bulge occurs and speculators at Western points indulge in the same variety of damphoolishness as on the July rise. The "Jersey" market has its limitations and is not to blame; those creating such conditions must accept responsibility.

One reformatory method would be the establishment of a relay station just outside Jersey City where the marketward flood could be held in check, much in the same manner as Western lambs in transit are reservoired at feeding stations outside Chicago and Omaha. Meanwhile the Jersey market will probably continue past performance. Hereafter when prices go smash first lamp what is doing at this Atlantic Coast trading point.

J. E. P.

UTAH WOOL GROWERS OFFER VIRGIN WOOL CLOTHING

The Utah State Wool Growers Association has just completed negotiations with Zions Co-operative Mercantile Institution, of Salt Lake City, Utah, whereby the men's furnishing department of that firm is in a position to furnish men's and boy's suits and overcoats made of virgin Utah wool at prices on ready made suits ranging from \$32.50 to \$40 and on suits made to order from \$35 to \$50.

Mr. Lang of the Zions Co-operative Mercantile Institution, through arrangements with certain Utah wool growers, negotiated a barter of considerable wool to one of the prominent woolen mills of the East for yardage manufactured from Utah wool, and as stated above through negotiations with the Utah State Wool Growers Association, they are now in a position to furnish virgin woolen cloth made up into snappy clothing for men and boys.

The Utah Wool Growers Association conceived the idea that this was an excellent advantage of inducing the people of Utah to consume wool raised in their own state, and feel that every loyal citizen and especially every woolgrower of the State of Utah should avail themselves of this opportunity. By getting in communication with either the president or the secretary of the organization a slip will be given authorizing a special discount. Both the fabric and the tailoring are of the highest grade.

DOGS STILL PREVAIL IN INDIANA

Very few things could be harder to describe than the sheep business in Indiana. As this is a farming country sheep are not kept in great numbers as in the West. For the most part one sees small flocks of five or six and up to twenty. These are usually kept in a small pasture or the orchard from early spring until fall without any change and with everything eaten down to the roots. At that the sheep seem healthy enough. But the fact is,

Indiana farmers as a whole just "keep sheep." They do not know much about them and do not care.

Dogs are probably the worst nuisance. It does not pay to herd a small number of sheep and it is impossible to run the sheep any place where they are not watched as the dogs will surely get them. At least a dozen farmers have assured me they would like to keep a small flock to help keep the weeds cleaned up around the place, "but the dogs would get them." In the face of this condition, the legislature simply will not enact a real dog-control law, fearing this will cease to be a hound dog state.

The markets here are good and the transportation facilities not excelled anywhere. Good lambs bring fancy prices almost any time, but very few farmers dock their lambs and those long, dangling tails make the finest lambs look bad. Then, too, although most of the sheep are black-faces, little attention is paid to producing top lambs. What is needed here is, first, a dog law that is a dog law, and then more information by the farmer on real lambs, markets and wool. This state could keep thousands of sheep on its farms on feed that is now going to waste.

W. A. Hussman.

Indianapolis, Indiana.

OREGON ASSOCIATION FINANCES ITS MEMBERS

The Oregon Wool and Mohair Growers Co-operative Association, representing 1,700 Oregon growers of sheep and goats, owning over 250,000 animals, and who will this season market through their own association over two million pounds of wool, are now financing their growers on the basis of U. S. graded warehouse receipts.

This organization, which is the largest wool marketing association west of Michigan, is the first association which has taken advantage to any considerable degree of the provisions of the U. S. Warehouse Act, and is directly making loans to its members. It accomplishes this by arranging for a \$50,000 note issue with a Portland

trust company. The association then deposits its graded warehouse receipts as collateral security for the notes issued. These notes are then sold by the manager, Mr. R. A. Ward, direct to country bankers who have loanable funds to invest.

With each warehouse receipt is filed a certified grade sheet showing the grade, shrinkage and value of the wool covered by the accompanying receipt. Loans are made on the basis of 60 per cent of the graded valuation. This is about as desirable prime commercial paper as a country bank could invest in. The notes are drawn for 90-day intervals, the wool is graded and in shape for sale, the notes are certified by a reliable trust company and the collateral security pledged is ample. The notes are discounted at the rate of $7\frac{1}{2}$ per cent.

Through the medium of personal visits and circular letters Mr. Ward has interested the country banks in the purchase of this paper because, while it is an absolutely safe investment of the very best type, it is also an investment which, if taken advantage of, shows the purchasing bankers' interest in financing the Oregon wool grower and helping to make possible the orderly marketing of graded wools put up in a strictly merchantable condition. Other things being equal condition.

PEERY UTAH LAMBS TOPPERS

Beginning August 8, J. C. Peery of Huntsville, Utah, had close to 3,500 lambs on the Kansas City market, divided into four shipments. The first three shipments topped the Kansas City market by a 10 to 15 cent margin, and the other Missouri River markets by a 25 to 50 cent margin. The first arrivals, three doubles, sold August 8, at \$10.60; August 15, 4 doubles at \$10.50; August 23, 4 doubles at \$9.85; August 29, 3 doubles at \$8.70. The last bunch marketed was not as good as the first, but the \$1.90 difference between the first and the last bunch, and the difference in price for the others, represent fairly well how the market sagged weekly. C. M. P.

With the Wool Trade

BOSTON WOOL MARKET

By Henry A. Kidder.

August has been a very good month in the Boston wool market, at least by comparison. It is the testimony of wool men of all degrees of importance in the trade that conditions are more nearly normal than they have been at any time for a year, possibly than for a much longer period. One of the most encouraging features of the situation has been the extent to which "distress" lots of wool have been taken over by manufacturers. Considerable progress has been made in that direction in recent weeks, especially in the taking over of the finer grades. At least one of the largest of these accumulations appears to be practically down to the three-eighths-blood and quarter-blood grades.

Proof of this is found in the fact that the bargain hunters have been forced to go to the West, where pooled wools and "distress" accumulations are said to be obtainable. Whatever the reason, there has been a constant broadening of the market, with manufacturers showing an increasing interest in the current offers, especially in choice clothing and staple Territory wools. This has naturally created a better feeling in the trade, and observers say they have not seen so much optimism as exists today for many weary months.

Various reasons are suggested for the recent improvement, such as the successful opening of the new lightweight season, the continued demand for woolen goods, a general improvement in business conditions, and the functioning of the Emergency Tariff as a real embargo on the importation of wool. To the advocates of restrictive legislation, in season and out of season, the last reason will probably appeal with greatest force, but the shrewdest wool men say that all the factors named have been operative, and possibly others not so well understood.

According to members of the trade

in thorough touch with the situation, no haste is being urged in the passage of the permanent tariff bill, as the Emergency Tariff Act gives the domestic wool industry greater protection than can possibly be hoped for under the terms of any permanent measure that can be forced through the present Congress. At least this is the opinion of wool dealers and manufacturers in the East, and few among them attach any importance to reported moves to block an extension of the emergency legislation to cover a possible hiatus between bills.

Undoubtedly this feeling is at the bottom of much of the activity noted in the Boston market during the month. This is especially applicable to the practical cleanup made of the stocks of Australian wool held in this market. Some of these are reported to have been held on consignment. The absolute impossibility of placing any more on the market for the remainder of this year is said to have stirred manufacturers to a realization of the strength of the position of these wools. Therefore, as they were still to be had at relatively low prices, a drive was made with the result as noted above.

But it was not in foreign wools alone that a big movement was noted. Fine and fine-medium staple and clothing Territory wools were also taken freely, both old and new clip wools sharing in the movement. Texas wools of this year's clip have also sold very freely, and altogether there has been a satisfactory broadening of the demand from every angle of the market.

Perhaps the most interesting feature of the month has been the final cleaning up of the Jericho wools from last year's clip. These wools were bought at the peak of the market in May, 1920. It is understood that the price netted the growers 71 cents in the country. When the first part of the wools was sold in the early days of May of this year, it was figured that freight, interest and other carry-

ing charges made them stand the seller fully 80 cents in the grease. As they were sold at 26 cents in the grease, the shrinkage in values was not far from 66 per cent. Considerable reticence has been shown in regard to the selling price of the last half of the wools, but it is understood they were sold at a lower figure than was accepted in May. As carrying charges had accumulated further the shrinkage was correspondingly greater.

These transactions have attracted considerable attention, as wide publicity has been given to them all the way along, but wool men in a position to know say that the shrinkage of values on some other lots was even greater than on the Jericho wools. However that may be, the trade will be glad to see the last of them and also of all other "distress" lots of fine wool remaining unsold here and in the West.

In spite of the fact that the situation in the Boston market is distinctly better, there is much comment over the fact that prices have rallied so slowly. Reason for this has popularly supposed to have been in the quantity of old clip wool being pressed for sale. But something else must be the matter, wool men say. Otherwise an active demand, such as has been going on during most of the month of August, would surely have served to boost values. This has not happened, though there has been some enhancement of values of choice fine staple and clothing Territories.

In some of the larger houses, it is said that choice clothing, fine and fine-medium wools are distinctly firmer; that no really choice lot could now be had at less than 65 cents, where a month ago the ruling price was 60 to 65 cents, with average wools at 55 to 60 cents. On the other hand it would appear on the face of the market that half-blood staple wool is actually lower than it was a month ago, as really good lots can be bought today at not over

65 cents, the range being 63 to 65 cents. Fine staple Territories continue scarce, the current quotation for graded lots being 80 to 85 cents, the higher figure being for a choice Montana staple. Good French combing wools are quotable at 65 to 70 cents.

The position of three-eighths-blood staple Territory wool is somewhat mixed. Good lots are easily obtainable at 50 to 52 cents, and yet occasional sales are reported at 55 cents, though it is probable that any lot bringing that figure would be on the high edge of the grade or be otherwise desirable. New quarter-blood staple wools continue to accumulate. Though good wools are offered at 35 to 38 cents, they find few takers. All above quotations are on the scoured basis. Old quarter-bloods sell at 17 to 18 cents or less. The single exception to the unsatisfactory position of quarter-bloods is the demand developed late in the month for low quarter-bloods, which were taken in quite large volume by a mill making women's "sport" goods. Prices paid for these goods in the grease were generally 13 to 15 cents, though an occasional lot on the high edge brought 16 cents.

New Territory wools have been arriving more freely, as the Panama Canal Route is now functioning normally, and frequent cargoes are arriving here. Dealers say that they have no trouble in disposing of the good, fine clips as fast as they get them opened and ready for sale. Some lots have been sold in the original bags, though as a rule they are sorted and piled.

The continued activity in good 12-months' wools from this year's Texas clip has been one of the features of the season. Choice wool of this grade has sold at 70 to 75 cents clean, while average wool has sold at 60 to 65 cents. Very little eight-months' wool is available, but the clean quotation is nominally 50 to 55 cents.

The situation in fleece wools is much more uncertain and complicated. Ohio fine unwashed Delaine has been offered from Ohio delivered at mill for 33

cents, and it is claimed that a sizable volume has been taken at that figure. Boston holders of this grade are asking 35 cents for choice lots. It is claimed that the Boston dealers are not meeting the Ohio quotation as they believe that the tariff will eventually make these choice wools worth more than is now asked for them.

Half-blood combing Ohio wool is quotable at 28 to 29 cents, three-eighths-blood combing at 25 to 26 cents, and quarter-blood combing at 23 to 24 cents, and fine, unwashed combing at 28 to 29 cents. Actual sales reported of Ohio wools are few, but it is known that half-blood combing has sold at 29 cents, three-eighths-blood combing at 25 to 25½ cents, fine, unwashed Delaine at 35 cents, fine unwashed clothing at 28 cents, half-blood clothing at 26 cents, fine, unwashed clothing at 29 cents, three-eighths-blood combing at 25 cents, and quarter-blood combing at 22½ cents.

Thousands of bales of Australian Merinos, both greasy and scoured, and Cape scoureds have changed hands during the month. Top prices for greasy Merinos were 95 cents to \$1.05 clean for choice 70's and 66's to 70's combing. From these top figures prices for the other grades run down to 80 cents clean, the ruling figure for good top-making wools. Good Australian scoureds sold at 65 to 75 cents, the bulk at around 70 cents. Cape scoureds sold at 65 cents for the best offerings, and down to 40 cents for stained and inferior lots. At one time during the month considerable speculation developed in Cape wools between dealers, some lots changing hands two or three times before being finally taken over by some mill. Woolen manufacturers have been especially keen for these foreign scoureds, and have really taken on a big weight of them during the month.

Foreign markets have continued to show varying degrees of activity and strength. Americans are reported to be buying super Merinos in Australia, though there can be no profitable marketing of such wools in this country

while the Emergency Tariff is in force. Importations at the port of Boston for the month were small, the figures for the last week in the month being only 4,000 pounds, transhipped by steamer from New York.

CHICAGO WOOL SALES

August sales of wool in Chicago included the following:

Montana—Original bags, 23 to 25 cents.
Idaho—Original bags, 21 cents.
Utah Fine Clothing, 17 cents.
Utah ½-blood, 21 cents.
Utah ¾-blood, 20 cents.
Idaho Fine Clothing (Soda Springs), 22 cents.
Idaho ½-blood clothing, 20 cents.
Washington, fine, 18 cents.
Washington ½-blood, 19 cents.
New Mexico ½-blood, 17 cents.
New Mexico low ¼-blood, 12 cents.
Colorado ¾-blood, 20 cents.

SUCCESSFUL SALE OF GOVERNMENT WOOLS

At the close of the September 8th auction sale of government owned wools at Boston our correspondent there wired as follows:

Today's government wool sale proved to be the most successful of the year, over 89 per cent of the total offerings of 5,000,000 pounds being sold. Dealers were the principal buyers, the carpet people not being willing to pay the ruling prices. No perceptible reduction was made in previous reserve limits, the eagerness of buyers making such action unnecessary. In fact, many lots sold above the level of the sale of August 4. Some scoured lots sold several cents above the figures at which similar lots were withdrawn at that time. Sales represented 96 per cent of the pulled wool offered, 75 per cent of the South American combing, 82½ per cent of the South American carding, 100 per cent of the West coast wool and 95 per cent of the scoured.

Dealers showed unexpected interest, and their taking covered the bulk of

their sales and all grades. Brown and Howe of Boston and Charles J. Webb of Philadelphia were the principal buyers, the former taking 37 lots and the later 30 lots out of 237 lots offered. Prices naturally ruled low but distinctly better than at recent sales and a much better feeling rules in the trade in consequence.

PROPORTION OF EMPLOYMENT OF WOOL MACHINERY

The percentage of idle hours to the total reported for wool machinery in the United States is reported by the Bureau of Census for August 1, July 1, and June 1, as follows:

While the mills do not appear to be so fully occupied as they were three months ago the showing is an excellent one in comparison with other industries at this time. At present most of the work is being done upon lightweight goods for next spring and summer demand and is naturally a little less than the active trade experienced in heavier weight goods manufactured for fall and winter consumption.

The following figures represent the percentage of idle hours for those reported for the various classes of machines:

	Aug. 1	July 1	June 1
Looms above 50 inches.....	20.8	17.5	19.9
Looms, 50 inches or less.....	29.6	26.3	30.1
Carpet and Rug	57.9	52.9	55.9
Cards	20.6	17.9	19.8
Combs	12.6	4.1	1.4
Woolen Spinning			
Spindles	20.0	18.2	18.6
Worsted Spinning			
Spindles	14.3	6.6	10.4

LONDON WOOL SALES

The September series of the London sales opened August 30. Cables vary as to percentage of improvement, some reporting an advance of 10 per cent over previous closings on fine Merinos and 7½ to 10 per cent on cross-breds. More conservative cables give the advance as 5 per cent on the best wools.

VOLUME AND PRICES OF AUSTRALIAN WOOL SALES

The wool year in Australia ends on June 30th and sales for the year just ended were approximately as follows, in comparison with other years:

	Bales (330 lbs.)	Bales	Bales
Sydney	779,397	738,742	309,373
Melbourne	348,368	449,203	147,696
Geelong	115,013	158,514	58,411
Adelaide	141,642	213,754	63,590
W. Aus.	3,860	122,341	34,760
Brisbane	292,875	319,922	134,000
Tasmania	26,543	38,008	14,753

Totals1,707,998 2,040,484 762,583

Some exceptionally high prices have ruled this season for super wools, and the Sydney record price for greasy Merino wool stands at 93 cents. In pre-war days the 39 cents obtained in 1898 was considered as phenomenal. During the second year of the war this was raised to 46 cents, and thence it sprang to 59, 60, 61½, and now 93 cents. It will probably be a long time before the latter price is met with again.

According to one local authority even if prices for super wools are today a long way below the opening level of the season, the outlook generally is far healthier than it has been for many a long day. There are great potentialities in the Japanese demand, and every prospect that, so far at least as Sydney and Brisbane are concerned, the Japanese demand is going to be a far greater factor in the future than it has been in the past. The outlook on the Continent for the coming season is vastly better than it has been at any time during the past season, and as the Continental countries gradually return to pre-war conditions the Australian wool grower must benefit.

There is still a big weight of old wools in the hands of "Bawra," but as against this there must be an enormous demand when the process of re-stocking the world's depleted warehouses commences, once the conditions become favorable. As the demand for

the products of the manufacturer widens, so, too, will widen the demand for the raw material. Conditions are yet far from normal, but the trade is at last headed in the right direction, and the future is full of hope. Accumulated stocks are more or less a wet blanket to rising prices, but old stocks are not as attractive to the trade as fresh wools and a strong preference will be shown for new wools. The Bawra holdings should be realized gradually, but the current clip must always have the preference. The old wools are, after all, all profit, and must be gradually realized. The point now and in the future is to see that the current clips, which are the bread and butter of the wool industry, are realized freely.

The writer of this letter was informed by an authority in wool circles the other day that it was expected that all the current New South Wales clip would be disposed of by the end of November, whereas it had not been anticipated that this would be accomplished before February at least.

R. H. H.

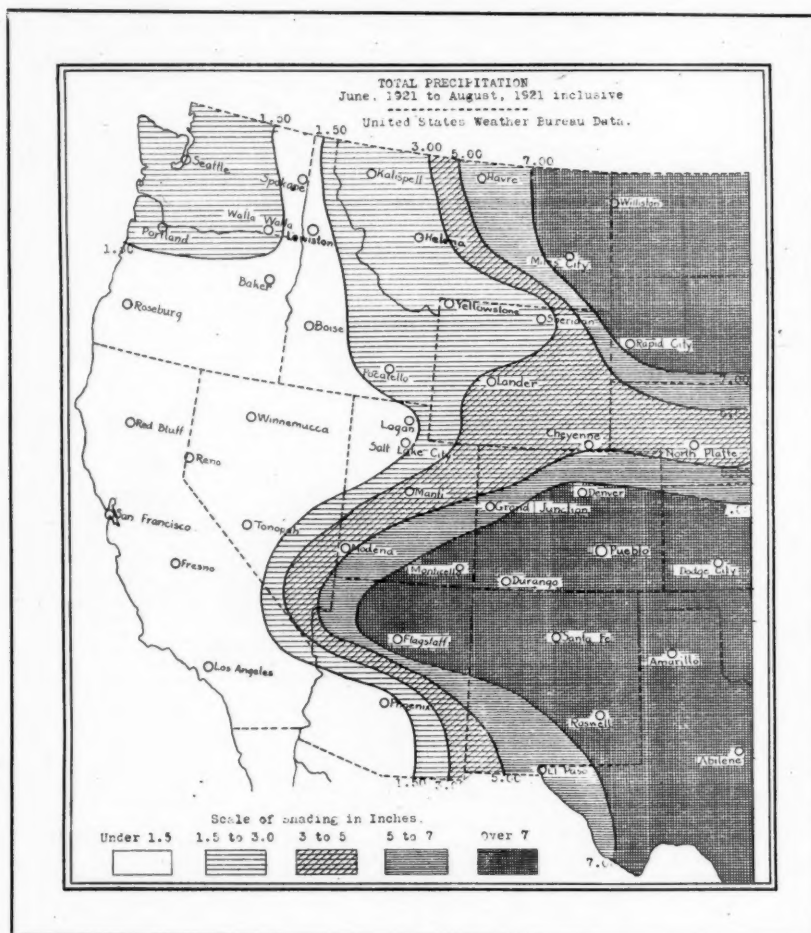
DROUTH AND GRASSHOPPERS IN SOUTHERN MONTANA

From Billings (Mont.) east along the south side of the Yellowstone drouth has done some damage and the grasshoppers have practically cleaned up the grass that did come up. Some of the sheep and cattle around Forsyth in Rosebud County that were within 50 to 100 miles of the Wyoming line, are being moved north into Garfield County and are heading for the brakes of the Missouri in the northern part of the state. The stockmen up here are surely catching it from all sides. A lot of stuff is going to market that could have been held until later had it not been for the hoppers.

R. B. Millin.

Bozeman, Montana.

Rainfall in Range States During June, July and August



As shown by the map, precipitation for June, July and August over the West varied considerably. Along the coast it has been dry. In California only a very few light showers fell and deficiencies of from .06 inch to .42 inch occurred. In Oregon and Nevada from half to slightly more than an inch fell and deficiencies were from 0.91 inch to 1.27 inches in Oregon and from .02 to .12 inch in Nevada.

Inland the precipitation increased and in Idaho, western Montana, Wyoming, Utah and Arizona the amounts were from 0.75 inch to 3.38 inches, except at Flagstaff where 9.37 inches fell, and Modena where 4.95 inches fell. Minus departures over this section were from 0.21 to 1.34 inches. At Mo-

dena and Flagstaff the departures were plus 1.46 and plus 2.49 inches.

East of the Utah-Colorado line, and extending from Canada to Mexico, except Wyoming, amounts of precipitation ranging from 4.75 inches to 17.69 inches fell. At Pueblo 14.64 inches fell and at Amarillo 17.69 inches fell. In Colorado, New Mexico and Texas, departures were generally plus, being from 1.48 inches to 9.67 inches above normal.

Excess and Deficiency of Moisture at Various Points

Precipitation on the Western livestock ranges during June, July and August, 1921:

WASHINGTON—		
Seattle	2.92	+0.03
Spokane	1.42	—1.36
Walla Walla	2.09	—0.88

OREGON—

Portland	1.68	—1.27
Roseburg	0.82	—0.91
Baker City	1.02	—1.01

CALIFORNIA—

Red Bluff	0.06	—0.42
San Francisco	T	—0.17
Fresno	0.02	—0.18
Los Angeles	0.01	—0.06

NEVADA—

Winnemucca	0.96	—0.02
Reno	0.51	—0.08
Tonopah	1.02	—0.12

ARIZONA—

Phoenix	1.20	—1.29
Flagstaff	9.37	+2.49

NEW MEXICO—

Santa Fe	9.72	+3.71
Roswell	8.54	+1.48

TEXAS—

Amarillo	17.69	+8.93
Abilene	9.57	+2.03
El Paso	6.17	—0.93

MONTANA—

Helena	2.62	—1.25
Kalispell	2.40	—1.07
Havre	5.13	—0.87
Miles City	8.84	+3.67
Williston, N. D.	8.16	—1.25

IDAHO—

Lewiston	1.34	—0.49
Boise	0.43	—0.79
Pocatello	1.97	—0.21

UTAH—

Logan	0.75	—1.34
Salt Lake City	1.26	—0.83
Modena	4.95	+1.46

WYOMING—

Yellowstone	2.70	—1.14
Sheridan	2.74	—0.91
Lander	3.38	+0.87
Cheyenne	4.93	—0.11
Rapid City, S. D.	7.06	—1.25
North Platte, Nebr.	4.75	—3.61

COLORADO—

Denver	8.02	+3.59
Pueblo	14.64	+9.67
Grand Junction	5.66	+3.72
Durango	7.61	+3.67
Dodge City, Kans.	9.05	—0.24

+ Above... —Below, Normal. T, Trace.

AUGUST WEATHER ON WESTERN RANGES

By J. Cecil Alter

The following summary has been compiled from Weather Bureau reports:

Utah—The lower ranges were dry but were revived early in the month by rains and all ranges then continued good or excellent, with cattle and sheep doing well.

Nevada—The lower ranges have

needed rain but feed generally has been good and stock have done well. A number of lamb shipments have been made.

Idaho—The range continued very dry as a rule, though affording ample feed in most places; stock maintained good or excellent condition. Lamb shipments began in mid-August.

Montana—Droughty weather dried up the water holes and ranges in many sections, but feed averaged fairly good and stock did well as a rule. Rather heavy sheep shipments are reported.

Wyoming—Ranges have dried up locally for want of rain but have cured satisfactorily and afforded ample feed generally; cattle and sheep have done well.

Colorado—Ranges have continued in better condition than usual and stock are in good or excellent condition, with slight exception.

Western Texas—The ranges have been dry in many places with a shortage of water locally, but cattle have done fairly well as a general rule.

New Mexico—Favorable weather prevailed, and the ranges and livestock continued in good or excellent condition.

Arizona—Unusually copious rains generally have caused a remarkable improvement in the condition of the ranges, the grass and water supplies being abundant practically everywhere; stock have shown a splendid improvement.

California—The valley pastures have continued dry but good, and the mountain ranges good or excellent; consequently cattle have been going to market in satisfactory condition.

Oregon—The mountain grazing ranges have held up unusually well, though the valley pastures have needed rain for some weeks. Stock generally are in good condition.

Washington—Rainfall has been insufficient and pastures have been unusually dry.

SOME KANSAS CITY SALES OF IDAHO LAMBS

The Wool Growers Commission Company in Kansas City, reported a number of sales of Western sheep and lambs during August. Among them were:

August 1—Van Dusen Bros., Emmet, Idaho, 165 lambs, 69-lbs., \$9.75.

August 8—Highland L. & L. Co., Smith Ferry, Idaho, 1,046 lambs, 72-lbs., \$10.

August 8—Highland L. & L. Co., Smith Ferry, Idaho, 394 feeders, 61-lbs., \$7.75.

August 11—Highland L. & L. Co., Smith Ferry, Idaho, 367 lambs, 73-lbs., \$10.

August 11—Highland L. & L. Co., Smith Ferry, Idaho, 14 feeders, 61-lbs., \$7.75.

August 18—Columbia Basin, Mackay, Idaho, 279 lambs, 64-lbs., \$10.15.

August 22—McMurray Bros., Oakley, Idaho, 1,162 lambs, 67-lbs., \$10.10.

August 22—McMurray Bros., Oakley, Idaho, 61 culls, 60-lbs., \$7.25.

August 25—Idaho-Nev. L. S. Co., Bancroft, Idaho, 1,188 lambs, 63-lbs., \$9.25.

August 25—Idaho-Nev. L. S. Co., Bancroft, Idaho, 304 culls, 56-lbs., \$6.85.

NEW MEXICO DIPPING ORDERS

The New Mexico Sheep Sanitary Board convened at Albuquerque, June 10, with the following members present:

Miguel A. Gonzales of Abiquiu.

Jose Salazar of Albuquerque.

Antonio Salazar of Cedarville.

E. F. Callegos of Union County.

Mr. Robertson, secretary.

Mr. Prager Miller was absent.

It was decided to be impossible to comply with the request of the Wool Growers Association for the issuance by inspectors of health certificates for shipments, as such can only be issued under the law by veterinarians.

A general dipping order was passed calling for a single dipping of all sheep between June 10 and October 31. The Department of Interior was asked to

arrange for inspection and dipping of sheep on the Indian reservation.

WELL PLEASED WITH WORK OF WOOL GROWERS COMMISSION COMPANY

During recent weeks over twenty cars of lambs have been consigned to the Wool Growers Commission Company from this vicinity. The shippers consider that the selling service given their lambs has been of the highest order and will continue to support the plan that is certain to go a long way toward curing our marketing troubles by proper distribution of receipts.

Layton, Utah.

B. H. Adams.

Sheep and Ranch For Sale

1,400 $\frac{1}{4}$ -blood and $\frac{1}{2}$ -blood white-faced ewes, coming threes. Price, \$8.50 to October 1.

1,440-acre improved ranch—100 acres irrigated meadow—early water right—4 large springs—several sections free land adjoining. Price, \$40,000. Want to sell sheep and ranch together.

H. D. Blakeslee,
Livingston, Montana

Kreso Dip No. 1

(STANDARDIZED)

A Dip That Does The Work Without Injury To The Animal or Fleece.

**Kills Sheep Ticks, Lice,
Scab Mites and other Parasites**

Heals Wounds, Cuts and Common Skin Troubles.

Equally Good For All Livestock

Kills many parasites; disinfects; prevents disease. Easy to use—economical.

**Kreso Dip No. 1 is for sale by the
Drug Trade.**

Write for free booklet on the care of sheep and all livestock.

No. 151. Sanitation and Animal Welfare.
No. 160. Care of Hogs.
No. 163. Care of Poultry.
No. 185. Dipping Vat and Hog Wallow.
No. 351. Blackleg Prevention.
No. 352. Blackleg Filtrate.
No. 355. Blackleg Aggrassin.
No. 1051. Anthrax Prevention.

Animal Industry Department of

PARKE, DAVIS & CO.
DETROIT, MICH.

RIGBY RANCH COMPANY

RAMBOUILLETS

We Know the cyclone hit you, but did it get you?

Get RAMBOUILLETS and get in the front rank. — FINE WOOLS. Try ours. Select them on the range

AT

CASTLE ROCK, UTAH

Telephone—Evanston 209-F 2-2

Sheep For Sale

Hardy, range-raised, cross-breds, well-wooled, good size and quality. Their wool largely grades half-blood and fine.

1,100 2-year-old Ewes at \$8.00.
1,100 3-year-old Ewes at \$7.00.
1,800 Lambs at 6½ cents per lb.

E. W. WAYMAN,
Ingomar, Mont.

Feeding Lambs For Sale

I have 26,000 Dakota feeding lambs, including several thousand white-faced ewe lambs, for sale for September and October delivery.

W. E. RUTLEDGE,
Ellingson, S. D.

The Subscription Price of the

WOOL GROWER

Is \$1.50 Per Year

Feeder Lambs, Ewe Lambs, Breeding Ewes AND HOW TO GET THEM

Write
To

HISLOP SHEEP CO.

Spokane,
Washington

You Cannot Begin too Early

We handled 50,000 Washingtons and Oregons Last Fall

Can We Not Assist You This Season?

CO-OPERATIVE SHEEP MARKETING

(Continued from page 12.)

reading what I have said will give it his careful consideration. Talk with the men who have been on the markets and who have watched the Wool Growers Commission Company in their work. The men who are observing and fair-minded will tell you that the Wool Growers Commission Company is working at all times in the interest of a more stable and better market upon the whole and that every individual shipment, whether it be from a large owner or a small one, is handled and sold to the best possible advantage.

Plan for Marketing Through One House

I have a co-operative plan thought out that I expect to submit at the annual meeting of the National Wool Growers Association and other state associations. I believe the plan will meet with the approval of the wool growers and I am confident that by marketing our sheep and lambs through one strong selling agency, we will save to the sheep industry hundreds of thousands of dollars every year—money that under the present system, is either lost or goes to increase the profits of the retailer. The packers are willing at all times to work on close margins, and they can afford to providing they get volume of business. However, when we dump our sheep and lambs upon them in such large numbers that they must force the selling end, they take losses, and where losses are made, they must make gains if they stay in business. The packers are with us in this matter of a better distribution and they are free to say that it is a producers' problem and not a packers' problem.

Holding Back Lambs

As has been pointed out by the Wool Growers Commission Company many times during the season, present conditions do not warrant heavy supplies of sheep and lambs. It is my judgment that if 25 per cent of the lambs that are to be marketed, could be kept back on the ranges, the produc-

ers would obtain for the 75 per cent marketed, fully as much money, if not more, than they will for the 100 per cent. Each individual shipper will say, "What does my little shipment amount to?"—but it is these little shipments that in the aggregate make up the heavy supply. I want to urge upon sheepmen to use every means possible to keep over a percentage of ewe lambs that are bred right—to put their aged ewes and cull lambs on feed on their fields and to fatten them. Where sheepmen do not own land, arrange with farmers who have fields and grain to feed in partnership or sell them your cull lambs and aged ewes with the understanding that they can pay for them when they sell them. There has probably not been over 10 per cent of the usual number of sheep and lambs taken to the country to feed, up to this time, of former years. There will be a scarcity of fat sheep and lambs, undoubtedly, from November 15th to January 15th. We recently advised a customer of ours as follows:

"I would make this suggestion. Early in September get your cull lambs and your aged ewes on to your fields and start them in on a grain ration of mixed feed, barley and whole oats, two-thirds barley and one-third oats. You will only need to feed them evenings to start; start them lightly and gradually increase the feed as the fields are eaten out; have alfalfa hay in racks for them over night; push them along as fast as is safe with a view to disposing them the latter part of November and in December. This will enable you to get rid of them before bad winter weather. You could ship them to some of the barns near the markets, where they could be held for a short time to be finished and distributed. I cannot see why this would not be a money-making proposition."

There is one thing certain. Unless some of this light feeding stuff and the old ewes can be kept back they will not net the owner very much.

Fattening in Range States

Since both hay and grain can be

COLORADO Yearling Ewes

I offer for sale 900 Rambouillet yearling ewes. For particulars, address

HARRY WEILER,
Carr Crossing
via Sugar City, Colo.

Rambouillets

I have for sale at Gooding, Idaho, 90 head of pure-bred, 2-year-old Rambouillet bucks; some of them are registered. These bucks are good ones and priced to sell.

Write or phone to
J. E. KEITH Wilson, Idaho

Mt. Pleasant Rambouillet Farm



I am offering some of the best yearling rams for sale that can be bought any place. Bred from the best pedigreed flocks in America. In lots to suit purchaser. Also have 200 ewes and 100 ewe lambs—Registered and Pure-breds—to sell or let on lease for October delivery.

John K. Madsen

Phone No. 147 P. O. Box 219
MT. PLEASANT, UTAH

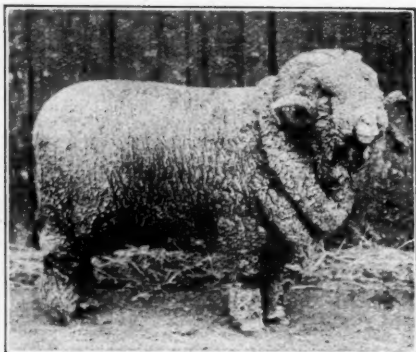
RAMBOUILLETS

I am offering 100 range rams, the kind you have been looking for—bred from top stud ewes, well grown and summered in the hills among the brush and rocks, combining quality, size and service.

These are from ewes reserved from the Hobbs & Gillett flock, and the entire lot of Clark & Co.—the one breeder whose Salt Lake lot of range rams was divided in the ring and sold for stud rams—there's a reason.

Only a few stud rams have been taken from this lot for the Salt Lake Sale, leaving it the best lot that we have ever offered by far. Can procure others to make a carload.

E. R. HOBBS,
CASTLEFORD, TWIN FALLS CO., IDAHO, - via Buhl



We are offering for the year 1921

400 head of 2-year-old Rambouillet Rams

800 head of 1-year-old Rambouillet Rams

On account of being overstocked we are offering 300 head of ewes from 1 to 5 years old, in lots to suit purchaser.

For further particulars, apply to

Bullard Bros.
Woodland, California

RAMBOUILLETS

We are offering 200 head of Pure Bred Yearling Rams and 300 head of Ram Lambs.

J.F. CORBETT & SONS
Bancroft, Idaho

bought very cheaply West, there never was a better opportunity for making money, and maturing ewe lambs that are properly bred into breeding ewes that are absolutely certain to be wanted within twelve months at good prices. The ewe end of these lambs could be wintered through and not stand over \$4 a head after shearing. Is there any way in the world to replace our old ewes with younger ewes on such a low basis? The wether end of the lambs could be either fed out, as has been suggested, with reference to cull lambs, or could be wintered through and fattened on the range next summer. While aged wethers and ewes are not in demand during the summer season, yearling wethers in a way take the place of lambs and sell well. We sold some yearling wethers shipped from California in June, averaging 102 pounds, at \$11.75 per hundredweight. These were cull lambs held back last year. They were mutton type, of course, or they would not have weighed out so well or brought the price. It will relieve the market of a burdensome lot of stuff. It will make a market for the farmers' hay and grain, and will give the sheepman a fair price for lambs and ewes that are not going to bring him very much if shipped to market. I realize that money is needed by the loan companies and bankers. They have been on a great strain to carry the stockmen. This plan carried out will bring in a large volume of money in the course of four to six months while cashing in on the market now will result in a very small amount of money coming in and no way of converting the hay and grain into money. The same thing applies to holding ewe lambs to mature into young ewes. Unless this be done the old ewe will put the sheepman and the banker or the loan company out of business and that within a year or two. The young ewe will keep everybody in business and pay out the wool growers' indebtedness a hundred cents on the dollar, with interest.

Let us consider such matters with deep earnestness and in a constructive way.

Rambouillets

Bred to make Profits on the Range



These yearling ewes show the type we breed for profitable range use.

We bred and sold the top pen of Range Rams in the 1920 Salt Lake Sale. The standing of our wool clip in the Eastern markets tells the story.



A few ewes for sale for the 1921 trade

**W. D. CANDLAND
& SONS**
MT. PLEASANT, UTAH

WASHINGTON BOYS COMPETE IN STUDY OF SHEEP

The Kittitas County, Washington, Hampshire Sheep Club recently held a tour and judging contest in which 30 members of the club, a 100 per cent attendance, and parents of many of the boys participated. C. M. Hubbard live-stock extension specialist at the state college, scored the contest, which was arranged by County Agent W. L. Davis. The tour started at the farm of S. P. Wippel, whose sons exhibited successfully at the 1920 Washington State Fair, with a culling demonstration on a flock of aged ewes, and in the afternoon Hubbard culled a flock of ram lambs. A total of 200 sheep in 10 different flocks were examined on the tour, and the judging contest resulted in the following scores by members: Harold Wippel, 96; Clarence Wippel, 94; Verbal Hall, 92; Teddy Pease, 92; Ted Wade, 91; Roland Newman, 91; Paul Wippel, 87; Maurice Brown, 86; and Raymond Jeffries, 83.

Leo Wippel, whose work was judged, but who is not a member of the club, scored 96.

CENSUS BUREAU REPORTS ON SHODDY

The statistics on shoddy for 1919 and 1914 have been published by the Bureau of the Census in the following summary:

	1919	1914
No. of establishments.....	78	64
Total value of products.....	\$23,254,000	\$7,707,000
Recovered wool fiber:		
Pounds	58,859,000	43,156,000
Value	\$20,644,000	\$5,977,000
All other products, value	1,511,000	1,323,000
Amount received from contract work	1,099,000	407,000

Includes carbonized rags, cotton shoddies, and mattress shoddies to the value of \$23,000 in 1919 and \$663,000 in 1914. Products of this character were produced almost entirely on a contract basis during 1919; therefore, the amount received by establishments performing such work has been included in "amount received from contract work."

SHEEP EXHIBITORS AT SOUTHWEST WASHINGTON FAIR

More than 250 head of sheep exhibited by nine different owners formed part of the live-stock show at the Southwest Washington Fair, which was the largest and best in its history. Most of the exhibitors will cover the entire fall circuit of fairs and live-stock shows. Archie C. Stewart of Lethbridge, Alta., was the largest exhibitor, with 41 head of Lincolns, Shropshires and Southdowns. J. G. S. Hubbard & Sons, who left 42 head at Vancouver and will show them at New Westminster and Victoria, had a large string at Chehalis, including Hampshires, Southdowns and Oxfords. They also showed for S. C. Starr of Monroe, Oregon. Other Oregon exhibitors were F. T. Fox and R. E. Taylor of Silverton, Wm. Riddell & Sons, and Wm. Riddell, Jr., of Monmouth, Felzer Brothers of Tangent, and W. Cleveland of Gresham.



Rambouillets

FOR SALE, 1921

50 choice registered yearling rams,
300 registered ewes, yearlings and up.
W. S. HANSEN, Collinston, Utah

I offer for sale:

80 Yearling Rambouillet Rams

Range-raised, hardy, heavy shearers of long staple wool, smooth, muttoney bodies. Some registered, all of them from registered rams. If taken in one lot, price especially attractive.

Also a few Registered Rambouillet ewes.

W. H. GUSCETTI

P. O. Box 27, Loyalton, Calif.

Raup's Ohio Rambouillets



YEARLING RAM

Second prize lamb at International, 1920.

MY OFFERINGS FOR THIS SEASON ARE:

60 head of Yearling Rams

50 head of Yearling Ewes

40 head of 2-year-old Rams

Also breeding ewes from two to nine years.

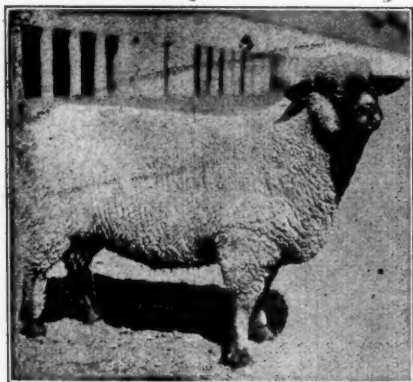
CHANDLER P. RAUP

Springfield, Ohio, R. D. 10

RAMBOUILLET RAMS AND EWES FOR SALE

We offer 160 head of 1-year-old Rambouillet rams from Butterfield foundation stock. These rams are well grown, big boned, and well fleeced. They will suit the most exacting range trade. We also offer 150 ewes, ages to suit purchaser. For further particulars inquire of **H. G. PECKHAM, Wilder, Idaho.**

**The Subscription Price
of the Wool Grower is
\$1.50 Per Year.**

HAMPSHIRE!

I offer for sale:

100 head of Pure-Bred Yearling Hampshire
range rams
700 head unregistered, Pure-Blooded ewes
and lambs.

Also, some very choice stud rams.

J. J. Craner, Corinne, Utah

Hampshires and Shorthorns

Our Hampshire Rams are up to
our usual high standard. Also
good Shorthorn bulls, prices right.

Address: **R. B. Smith & Sons,**
Livingston, Mont.

FOR TRADE

One of the best cattle and sheep
ranches in Tooele County to trade
for good farming property near
good town.

Address "B,"
Care National Wool Grower



One of My Stud Rams

CALIFORNIA RAMBOUILLETS

My Rambouillets are large, smooth
and well covered with heavy fleeces of
long white wool. They are bred in a
high, dry country and are very hardy.
I have 2000 one and two-year-old rams
for this season. If you visit California,
call and see my flocks. My prices are
reasonable and my rams will suit the
range country.

CHAS. A. KIMBLE,
Hanford, Cal.

HAMPSHIRE

We Have for Sale

Hampshire Yearling Rams and Ewes

SINGLY OR IN CAR LOTS

J. NEBEKER & SON **LAKETOWN, UTAH**

Registered Hampshire Down Sheep FOR SALE



Flock Ewes

1921 Crop of Lambs Sired
by Grand Champion and
Imported Rams. Can make
delivery on selections from
the 1st to the 10th of
August. Write for parti-
culars.

My Ewes are of a
large, smooth, heavy-boned,
blocky, selected type.

FRED A. CLEMAN, - Selah, Wash.

